

The Pfive Point Process

*A COBASIC Concept for attaining
Power Over Your Choices and
Prosperity In All of Your Endeavors*



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Dedication and Thank you

The Pfive Point Process is dedicated to my children: Trey Ross, Sarah Ross and Grace Ann Ross.

I dedicate *The Pfive Point Process* to my children with the prayer that their conviction and objectives in life will always be to glorify God in all things.

I thank my parents: Tom and Bettie Ross for their example of God's loving covenant shown by their continued grace, encouragement and intimacy shown through their open communication and continued presence in my life.

There are so many people who have contributed to *The Pfive Point Process* through the past 25 years; I could never begin to name them all. I can only stress this one point: That, if you have crossed my path, or walked any step of life with me; you have in some way had an affect on my beliefs, actions, supportive resources, interests, and/or my commitments. You have touched my life and *The Pfive Point Process* in some way.

To you I say,

Thank You.

Introduction

The first time I was exposed to the Pfive Point Process; I am sure that I neither recognized the five points, nor did I respect the power which comes from knowing the process at all. Years later, I would come to realize the five points as being elements in my life journey which would contribute to my having power over my life and prosperity in all of my endeavors. The Pfive Point process is respected as a means by which we have the power that comes from making choices; and prosperity when we find lessons in small successes, as well as lessons in what may have been perceived as all out failure.

My first experience with the Pfive Point Process was thirty five years ago. I was a junior in high school at the time, and it was Spring Break. I don't recall whether I didn't have the money or my parents wouldn't let me go, but I didn't go to Florida Spring Break. Rather, my friend from school and I decided, for whatever reason, to venture out on our own trip. We decided to canoe down the Bogue Chitto River, from Norfield, MS to Franklinton, LA.

The Great Bogue Chitto River Boat Ride, as we termed this trip, was an adventure for two 17 year old boys who had little experience floating and running a river for 4 days; camping on the river banks, managing water falls, and paying mind to the snakes which hung from the trees. My dad dropped

us off at the starting point in Norfield, MS with 200 lbs. plus of gear, his blessing and our conviction that we would see him again in 3-4 days when we would telephone him from Franklinton, LA.

There was very little to no doubt that we would fulfill our conviction of making it to Franklinton, LA. It was our objective of staying dry and afloat which would be our primary challenge as we faced the obstacles and difficulties which lay ahead.

We had prepared in so much as reading up on what we could find; studying maps and practicing canoeing in a pond. However, there was nothing that fully prepared us for the uncharted waters of the Bogue Chitto swamp and the river's unexpected challenges we experienced on that four day river run.

We were as prepared as we could be. We had acquired all the necessary gear, and more. We were ready, but when we got in that canoe and began down the river, we knew that the planning was over, the action had begun and only our focus on making one bend of the river at a time without tumping over would fuel our commitment to pay attention and make it to Franklinton without turning over.

The trip was a complete success. We never turned over. We did get a hole in the canoe when we went over some water-falls. A snake almost fell in the canoe when it struck from the bank. A skunk chewed our camp ax almost in two our first night.

We navigated 3 waterfalls and the pilings of a train trestle. We were run off from a campsite by a land owner. And, we lost a paddle. There were mishaps; however, the conviction to get to Franklinton and the objective to stay dry and afloat was met, even with incident.

Over the following 35 years, I would experience, observe and put into place the Pfive Point Process I learned on the Bogue Chitto River. I would, without really realizing it, find that when I am convicted to, or, of something, and clearly define my objective; I can then find satisfaction by defining further my **beliefs, actions, support, interests, and commitment**. Greater satisfaction comes from putting in place the Pfive Point Process.

I'm not the only person who has experienced the Pfive Point Process as a means of obtaining progress towards their objectives and goals. I have seen the same process play out in the endeavors of people around me. I have seen the five points of attaining an objective alive in the lives of colleagues at work, my relationships, and relationships of others in their marriages and family life. I have seen the five points of beliefs, actions, support, interests and commitment in the 6 areas of life (spiritual, social, physical, intellectual, financial and emotional).

Members of my church have experienced the five points in maintaining and developing their conviction of glorifying God. Politicians have used

the Pfive Point Process to gain popularity, votes and election to office. Friends and neighbors share how they make the five points of Beliefs, Action, Support, Interest and Commitment their means of attaining better health. Adolescents and young adults utilize the five points to attain high school diplomas, college Associates, Bachelors, Masters and Doctorate degrees. Colleagues and employees in a job, career or calling can tell you how they have used the five points to attain, maintain and progress financially.

There is Spiritual, Social, Physical, Intellectual, Financial and Emotional security when we address the Beliefs, Actions, Support, Interests and Commitment we have in the areas of our life. That security comes from knowing that, how we believe, behave, utilize resources and support, achieve our interests and maintain our commitment brings us closer to those things we desire.

The Pfive Point Process is utilized by people every day and in every way without realizing they are reaching for an objective and attaining their conviction towards something by exercising consciously or unconsciously their Beliefs, Actions, Support, Interests and Commitment towards the desires of their heart.

The following chapters will encourage and guide you in the exploration of how you can harness the power that comes from making conscious choices of what your convictions and objectives will be.

You will find new and innovative means of achieving your objectives when you identify and realize what your Beliefs, Actions, Support, Interests, and Commitments are. You will find that there is prosperity and success in any endeavor when you identify the little successes that occur in the process of reaching your ultimate objective. Those successes may be a process in itself of further identifying your Beliefs, Actions, Support, Interests and Commitment.

Enjoy the process and your journey will be a success.

CHAPTER I

The Concept of COBASIC

Conviction – *“Strong persuasion or belief”*
Merriam-Webster.

“Definition of Conviction: An unshakable belief in something without the need for proof or evidence.”

“Now faith is the assurance of things hoped for, the conviction of things not seen.” Hebrews 11:1

“Strong convictions precede great actions.” James Freeman Clarke

Objectives – *“Something toward which effort is directed: an aim or end of action : GOAL, OBJECT”* Merriam-Webster

“Let your light shine so people everywhere may see your good actions and praise God in Heaven because of it.” Matthew 19:26

“The only way to reach your long range goals is through achieving your short range objectives.”

One of our greatest blessings is our children and people around us. I am thankful for the lessons and pleasures I have received by the people I have known. My children have taught me so much about myself, as well as about others.

My oldest daughter started middle school this year. She entered into the 6th grade (all five feet and six inches) and immediately within a few days, she had established the notion or general idea that she was going to be involved in school sports. She had made up her mind of her minimal standard of what her acceptable extracurricular activity to be involved in would be.

She held a conviction to be involved in sports in some shape, form, or matter. I don't think at that point she was too worried or concerned about what position she played, as long as she was on a team. Sarah would have initially been content with being part of the team if she were assigned to water and towels. Sarah's conviction; her minimum standard, was to be a "part" of a sports team.

Later, we talked more specifically about her interests and what she wanted in sports involvement. Sarah knew more of what she didn't want than what she wanted. She knew she didn't want to be on the football team. That just didn't appeal to her. What did appeal to her was the idea of being an active player on a team; in a sport she enjoyed. She didn't realize it but she had just established her objective as being an active player,

on a team, in a sport she enjoyed. Sarah's objective had become more specific than her broader conviction.

I asked her how a person might become an active player on a team in a sport she enjoyed. Sarah started sharing everything she knew about how people were chosen to be on teams, what sports she enjoyed most, and how a member player begins to be an active player.

She began telling me the tryouts she would have to go to and the practice required. She shared that she had support and encouragement from her friends and family and knew of no reason she couldn't get on the track team. She also had interest in the basketball team.

Sarah's interests heightened as she began to sign up and prepare herself for tryouts. She would tell me about the work she had done and how she felt as she was putting in her best. Sarah felt good about the tryouts to come because of the success she experienced in her actions.

Without telling Sarah what she had done; she had just experienced the concept of COBASIC: Conviction, Objective, Beliefs, Actions, Support, Interests, and Commitment. She had learned how the Pfive Point Process is utilized to achieve what we desire.

My son, Trey was 10 years old when he wanted to go hunting. I asked him what he wanted to hunt. He thought about deer and squirrels. After we talked about what it would take to bag a deer or squirrel, his beliefs and thoughts began to come together, bringing him to a realization that he was only confident in using a smaller gauge shotgun which was most suited for hunting squirrels. He established his objective to bag squirrels. He established his objective based on his beliefs. He had to choose between deer and squirrels because he realized that each required different actions and resources. Deer hunting required more patience and endurance while squirrel hunting gave more immediate reinforcement, interest; while developing commitment in hunting through success.

My youngest daughter, Grace, who is eight years old has recently been reading at a fourth grade level rather than the second grade she is in. Her conviction is to be like her sister, reading and writing on a sixth grade level. She established the objective of learning to read and write at a greater level.

Grace believed she could learn the words and writing. She was willing to practice. What she needed was supportive resources like study tools and her sister's support shown by tutoring her. She sought out her sister's support and now reads and writes at a fourth grade level.

Grace practiced the conviction of being like her sister. More specifically, she established the objective of reading and writing at sixth grade level. Her beliefs were that she was capable of learning and with instruction and practice she could learn. She took action as she obtained the direction of Sarah with practice and attentive learning. Grace found interest every day as she experienced new successes. The feeling of success fueled her commitment to continue to excel in her objectives and conviction.

She didn't realize it. Grace was practicing COBASIC, a concept used in setting and achieving goals all through life.

Robert, a 47 year old male, coaching client expressed his frustrations, anxiety and feelings of hopelessness about his job and career. He felt overwhelmed with the numerous duties his employer desired him to perform. Robert was attempting to please his employer by doing everything desired by his boss. Robert's conviction was to please his employer. His objective was to achieve everything desired by his supervisor in a timely manner.

When Robert began to identify his beliefs, actions, support, interests and commitment that his objective of "doing it all" required, he found that his BASICS were not practical or realistic. Robert had set for himself expectations which were deceptive, beyond his ability, and resulting in tearing him down.

Robert had to relook at his conviction of pleasing his employer and his objective of doing everything desired. He had to be realistic in regard to his Beliefs, Actions, Support, Interests and Commitment. Robert had to deal with truth, limitations of resources and ability, effects of his actions, and his commitment.

The COBASIC concept is the process of taking into consideration the minimal expectations or standards when establishing our specific goals and objectives as our conviction. The COBASIC concept factors in the actions and behaviors required, as well as the resources needed in order to attain the desired outcome. The COBASIC concept asks that we determine whether the tasks required are attainable to the extent that the person can and will be able to maintain their commitment to the objective and overall expectations.

In Robert's case, the objective of "doing everything desired" was not specific enough for him to begin identifying when he would or how he could achieve, "pleasing his employer." Robert was frustrated because he realized that "everything desired" had to be achieved before he would feel he had pleased his employer. He had established a vague, abstract, immeasurable and unrealistic expectation for himself. Robert found that he was doomed to fail from the beginning because he would never see his objective met.

Robert needed to be specific about the minimal expectations he had for himself and what his specific immediate objective would be. He had to establish expectations and objectives which were specific, measurable, attainable, realistic and timely (SMART). The minimal expectations would be based on the idea that if worst comes to worst, these are the expectations I accept. “This is the worst case scenario that I can tolerate.” The objectives would be the specific outcomes Robert would work towards fulfilling.

The specific desired outcomes had to make sense to Robert’s education, experience, knowledge and beliefs. The outcomes had to be able to be attained through behaviors and actions which were realistic to Robert. There have to be adequate resources of support through people, supplies, equipment, money and time. There have to be periodic moments in the pursuance of the objective that answer Robert’s interests in some way that fuels feeling of achievement and commitment.

Using the COBASIC concept, Robert consciously and deliberately took proactive steps to relieve his anxieties and frustrations of his job and employer. He redefined his minimal expectations and his specific desired outcomes and objectives based on his Beliefs, Actions, Support, Interests and Commitment. He would now know his expectations and feel confident in knowing that his objective is realistic. The frustration and anxiety came from fear of the unknown. When Robert

became realistic and definitive, his feelings of hopelessness subsided.

Are there expectations and/or objectives in your life that need to be more clearly defined? Are there objectives which need to be realistically adjusted in order to relieve anxieties, frustrations, and feelings of hopelessness in your endeavors? Is there a need, or would there be benefit in reassessing your knowledge, behaviors and actions, resources and support, interests, enjoyments, and feelings of commitment involving a conviction or objective you have? There is much peace when our convictions and objectives are realistic and compatible with our Beliefs, Actions, Support, Interests and Commitment.

The concept of COBASIC thus far has been focused on attaining objectives which we desire. The illustrations mentioned to this point have been a depiction of how we can utilize the COBASIC concept to achieve and attain positions, situations, and objects we believe we will gain satisfaction from.

What about objectives we desire where we have insurmountable barriers, limitations, and/or lack of adequate Belief (Knowledge), Action (Behavior), Support (Resources), Interests (Achievement), Commitment (Satisfaction)? How do we use the COBASIC concept to address desires and objectives where there are obstacles we have to acknowledge as being like a “thorn in the flesh”?

There are 2 primary ways we can view these stubborn or permanent challenges. First is to make adjustments to our convictions and objectives to the degree that the available and attainable Beliefs, Actions, Support, Interests, and Commitment are utilized to change what we can. Second, as an alternative approach; adopt a conviction and objective of acceptance.

A thought that can come to mind is *The Prayer of Serenity*: “God grant me the serenity to accept the things I can not change; the courage to change the things I can; and the wisdom to know the difference.”

The first means of adjustment could be “learned substitution”. The second alternative of acceptance could be “learned adaptation”. The desires we have are not always going to be able to be attained exactly the way we plan or want. It’s of most importance that we acknowledge that there is a higher order which controls the events and prosperity in our life, within the universe, and all creation.

This order is the plan of God. All things are under His control, not ours. However, we are given power through freewill and choices of how we will react to the circumstances and events in our life. We have the option to accept things the way they are, or to make changes and adjustments which will have an effect on our ability to arrive closer to the conviction we have established.

We will always have choices to make. We will make choices that are “good” and some that are not so good based on their effect on our life. God has the power to utilize all choices for his good. So many times we may find that what we desire and our objectives are not in His (God’s) plan.

When we realize that we are not pursuing a conviction and/or objectives that are within God’s order, will and plan; we need to consider an alternative that is within His will. We learn to substitute through adjusting or to accept through adapting.

Through substitution we replace our original desire with a desire that is compatible with our capabilities, yet gives us the satisfaction we desire.

Through acceptance, we replace our desire with an attitude of contentment. We establish a mental, emotional, and spiritual state of mind that, what we desire is limited at this point. We learn to find joy at the place we are at.

I was driving down to Baton Rouge, LA one beautiful Friday afternoon this summer when I realized I was paying more attention than usual to the RV’s and campers being driven and pulled by families who were most likely on summer vacation. Thoughts led to desires and desires led to objectives.

I began to entertain the idea of buying a recreation vehicle or camper so my children and I could wander and explore the Appalachian Mountains and other scenic routes, taking rest and nourishment at our convenience in the privacy of our own little home away from home.

However, my daydreaming came to a standstill when I realized the financial resources required to obtain my traveling dream. There was no way I could purchase a little traveling home away from home, with the financial responsibilities I already had.

Ironically, about an hour into my daydreaming, I came upon an RV that exhibited an advertisement of RV rental. Immediately, I came to realize that I could substitute my desire to own an RV with the substitution of renting a RV. For what little my family would use an RV, this alternative would still fulfill my conviction of family fun and convenience in travel with a little home away from home on wheels.

Along the lines of substitution; Christians are an excellent example of individuals utilizing the concept and means of substitution. Christians desire to have eternal life with Our Holy Lord and God Jesus Christ. This desire can only be attained if we are absolutely free from any wrongdoing against God. Since we are unable to be free from any wrongdoing against God, our wrongs have to be paid for by death.

Death and separation from God for eternity is the penalty that we have to pay for our wrongdoing. Because God loves us, He provided a substitute for our death. God gave us His son Jesus Christ as a free gift; to whoever will accept his payment for our wrongdoing. Jesus' life is the substitute God provides to pay the penalty of death for our wrongs against Him.

Through the acceptance of Jesus Christ as our Savior from death, we as Christians are able to attain eternal life with God. We choose to substitute our own efforts to be perfect, with the death and resurrection of Jesus Christ, which we believe broke the power of death.

The crux of the matter is we cannot save our own life. We do not have that capability outside of the power, ability, and sacrifice of Jesus Christ. Christians recognize their limitations and therefore accept a substitute to attain what we by ourselves cannot attain.

Therefore, an individual who has the conviction to have life after death and the objective of attaining life forever through their own actions, resources, interests and commitment will come to realize that they are not capable of attaining their objective through their own efforts and elect to accept the substitution of their own efforts with the sacrifice of Jesus Christ.

We see substitution illustrated in a similar way when an employer elects to attain the bookkeeping of his business, not through his own efforts, but through substitution of having someone else to do what he is not capable of or willing to do.

Substitution is simply looking at other alternatives and perspectives of how to go about altering the conditions and desires we have. Rather than being stuck in frustration because we feel we can't attain our conviction or desire due to our incapability or incompatibility with our current circumstances or situation, we find means and resources to do those things we elect not to do, or are unable to do.

Are there convictions and/or objectives in your life which could be substituted with a more compatible alternative? What about beliefs, actions, resources, or interests? Are there substitutes that can suffice in getting you through challenges that are preventing you from attaining your conviction and your objectives?

The second alternative to consider when we are pursuing convictions and objectives beyond our limitations is that of acceptance. Sometimes, we get to a point in our life journey where there are no adjustments or substitutions available within reach. This may be a temporary or even a seemingly permanent state of situations or circumstance. We may desire to move a certain direction or achieve a certain advance; however, that is not an option at this point.

It's at this point we are in a stalemate, standoff, and decision to abandon our objective / desire, or begin to get frustrated over the fact that we can't do anything and there is no suitable substitute at this time. There is an alternative. The alternative is acceptance.

“God give me the serenity to accept the things I cannot change, the courage to change the things I can, and the wisdom to know the difference”. We have to realize when we get to a point where it's time to accept the things we cannot change. This time of acceptance is not always, and most times, not permanent. Things, situations, circumstances, beliefs, behaviors, resources, interests, and commitments are most always changing. As elements change, so do our circumstances. If you feel you are in a hold pattern now, stay tuned in for future developments. Nothing stays the same forever except God's truth, and God's truth reveals that He is always at work in our lives creating new alternatives, circumstances, resources and interests.

To accept a circumstance or situation in our life is an emotional, intellectual and spiritual state of heart and mind that promotes contentment, peace, joy and even gratitude. How can a person accept a circumstance in life which limits their ability to attain their desires? How can a person have gratitude and find joy in situations that appear to be dead-end?

The answer to finding contentment, gratitude, and even joy in circumstances we can't improve lies in the ability of a person to believe and know from experience and knowledge that all things work for the good for those who love God and are in accord with what His plan is.

Earlier it was mentioned that God's order of the universe prevails over man's ways. When we come to a waiting point in our life; I believe that it is a temporary waiting point for either stuff to pass, or for us to gain new direction, perspective, knowledge, resources, interests and commitment before we can move forward. This time of temporary acceptance is more of a time for us to regroup and refocus. It may also be a time for us to re-evaluate our conviction and objectives, readjusting them to where we are, and accept that for now; "this is where I am and I have to be productive where I am right now".

Allen, had been diagnosed with a small brain aneurism. There was a surgical procedure which involved some risks. Allen was willing to take the risks in hope that the procedure would stop the aneurism and prolong his life.

The procedure was done and there were complications. Allen lost the majority of his ability of short term memory. He went from manager of a major department store to being home bound and not knowing what he would do with his life.

At that time, Allen didn't have anything to look forward to. He tried everything he could to achieve his desire of regaining his mental capacity to no avail. His purpose in life was undefined. Allen perceived that everything his life was dependent on had changed. He realized though that he had one hope. The hope and faith he maintained was that God would make something good of all this.

Allen began to accept where he was in his life. He faced the reality that he had no control to regain his life as he once knew it – Socially, Physically, Financially, Intellectually, Spiritually, and Emotionally. Allen knew he had two alternatives. He could keep pounding towards the things which he was incapable of. Or, he could stop fighting his situation and start accepting and adapting.

Allen chose to accept and adapt to his condition by accepting the limitations, circumstances, status, prognosis and reality that his condition is a temporary to permanent setback. He chose to learn to accept and adapt to his situation. In time, Allen began to explore ways he could feel secure in his future.

He associated with and became an inspiration to others with challenges. He was admired for his acceptance and adaptability. Allen had found contentment as he found new interests and commitments in his life. His joy in life was found in being content in his current situation.

Being content is not at all being complacent. Complacency is an attitude of, “whatever, and I will just stay stagnate”. We are to understand that contentment is making the best of, and the creating of new opportunities from the limitations we are dealing with. We grow through our limitations.

We don't ever want to stop growing. Accepting and being content “in the moment” is an emotional, spiritual, and mental position of waiting and maintaining until there are adequate Beliefs, Actions, Support, Interests and Commitment to enable us to move forward towards a higher conviction and/or objective.

The concept of COBASIC is the overall idea that things come about in our lives when we are proactive and do our part in making things happen. Sometimes we have to be flexible, searching for more easily attainable convictions and objectives. Sometimes we have to accept where we are and be content in doing the best we can with the current situation.

Being content in the current situation many times may mean waiting for circumstances, beliefs, actions, resources, interests and commitments to change so we can move towards higher convictions and objectives. Waiting requires patience and endurance. Patience and endurance tend to grow every time we are challenged with times in life when we have to practice acceptance.

Take a few minutes and ask yourself what you would like to achieve in your life. Look into the six areas of your life: Social, Spiritual, Physical, Intellectual, Financial and Emotional. Think of one area that may resonate with you more than any other. In that particular area of your life, what is one thing you would like to change or achieve?

In considering the one thing you would like to change or achieve, utilize the COBASIC concept by identifying your basic convictions and specific objectives. Many times it helps to just say or jot down an idea of what your general convictions, and objectives are before pushing to formulate and write down your convictions and objectives from the get-go. The general convictions are narrowed down to more specific objectives.

The concept of COBASIC is primarily focused on starting the Pfive Point Process with a Conviction and Objectives. The five points of Beliefs, Actions Support, Interests, and Commitment have to have an object to be directed towards.

You can have Beliefs, Actions, Support, Interests and Commitment to the utmost degree; however, the Pfive Points are worthless if they are not focused on an objective. The COBASIC concept is the concept that the Pfive Points Process, Conviction and Objectives work together to guide us closer towards the desires we have in our life.

I challenge and encourage you to take time now, before you begin to look deeper into the Pfive Point Process and the BASIC Concept to intimately know your Conviction and Objective. You will be ready to practice the BASIC Concept with greater precision when you know what to direct the Pfive Point BASIC Concept towards. What are the desires you have for your life?

CHAPTER II

The Concept of BASIC

The Pfive Point Process

Belief – *“a state or habit of mind in which trust or confidence is placed in some person or thing”*
Merriam-Webster

Action – *“an act of will”* Merriam-Webster

Support – *“the act or process of supporting: the condition of being supported; one that supports”*
(*promoting an interest or cause*) Merriam-Webster

Interest – *“induce or persuade to participate or engage; WELFARE, BENEFIT”* Merriam-Webster

Commitment – *“the state of being obligated or emotionally impelled”* Merriam-Webster

As we looked at the concept of COBASIC, we took notice of how Convictions are maintained and Objectives are met by assuring that convictions and Objectives are complimentary to each other. We saw how Convictions and Objectives have to also be complimentary with our Beliefs, Actions, Support, Interests and Commitment (BASIC).

The concept of BASIC, the Pfive Point Process is the driving force in our endeavors, objectives and mission in life. The Pfive Points work together to compliment and make stronger every other point. Each point tends to feed off of and gain strength from the other points.

The Pfive Point Process works like the human body or a machine. The Pfive Point Process works like a cooking recipe. All the parts or ingredients have to work individually, as well as collectively in a healthy manner in order for the whole to be a success.

Looking at a few illustrations, we can recognize where problems and issues arise in our life as well as the lives of others when all the parts fail to work individually, as well as working together. Changes in our current Beliefs, Actions, Support Resources, Interests, and Commitments usually have to occur in order to achieve the Objectives and Convictions which have been established.

The Pfive Point Process is prevalent in groups, families, organizations and communities, as well as

with individuals. The Pfive Point Process can be applied universally from individuals to cultures. Wherever there is a single Conviction and Objectives; the Pfive Point Process of establishing Beliefs, Actions, Support, Interests, and Commitment is a mechanism by which the mission of the user can be realized.

For the purpose of this book and the subsequent utilization of the Pfive Point Process, we define success as, “any result that brings us closer to our Conviction and Objectives”. The opposite of success is defined here as, “any result or lack of result which takes us farther from our Convictions and Objectives”. Let’s look at some examples.

Marty had a conviction to be the best family man he knew he could be. He had a conviction to provide for his wife and children all their needs and many of their desires. His objective was to make them happy by providing them with what he felt or believed they wanted. His belief was that the more he provided in the way of housing, clothes, education, food and recreation; the more he would provide them happiness. The more happiness Marty provided, the more he felt he was successful at being a husband and father.

However, Marty’s belief of being the “best husband and father” required him to be a limitless provider. His belief of providing material happiness required him to work extended hours. Marty’s beliefs dictated his actions. The actions of working long

and extended hours were met with mixed amounts of support and resources.

He was making the money to provide for the desires he had for his family. However, he was depleting his time resources in order to gain money to meet the desires he had for his family. At the end of the day, he had very little time left to answer other interests his family had which required his time. He missed out on quality times with his wife and children. The quality times were trade-offs for materialistic happiness.

Marty had his wife's and children's best interest at heart when he worked long hours to make the money, to answer their desires. He began to realize though, that his relationship interest in his wife and children was beginning to suffer. Actually their relationships failed to grow as he had hoped.

His commitment to his wife and children began to dwindle as he lacked showing and sharing interests with them. The relationship Marty's family had with him diminished because their interests of time and money were not the same as Marty's.

What happened with Marty was he lacked accurate and true beliefs. The beliefs he had were deceptive in that he believed that more stuff brought more happiness. His belief was excessive, limitless and lacked balance.

He also got locked into his actions and beliefs. It was easier to continue the belief that he was a great husband and father because he worked all the time making the money to answer the desires of his wife and children.

His family appreciated the answering of desires. However, his family had other desires that money couldn't buy. They needed and wanted more than just material stuff. What Marty's wife and children wanted was more of Marty's time. Their interest was for a more balanced approach. What they needed and wanted was quality time with their husband and daddy.

When sacrifices of money and material things were made for time, Marty regained interests and commitment in the relationship with his wife and children. Marty and his family recognized the skewed and deceptive beliefs they had been living under. They began to make changes in their lifestyle. These sacrifices freed Marty from many time constraints caused by work demands. Marty's new found freedom allowed him to spend more quality time with his family and be a part of their interests.

The result was revitalization in the relationship of Marty with his wife and children. This was accomplished through a realignment of Beliefs, Actions, Support, Interests, and Commitment.

Robert in the previous chapter was frustrated with his employment because his conviction (to please his employer) and objectives (doing all that is required) were not specific enough to enable him to establish his Beliefs, Actions, Support, Interests and Commitment to attain the job satisfaction he desired.

When Robert examined and realized his BASIC, he was able to more clearly establish a conviction and objectives that were more realistic and attainable.

Amanda is another client who lacked job satisfaction. Amanda was a 37 year old professional who had established as her conviction; “to provide for her employer the best service in answering the needs of her assigned case load”.

Her specific objectives were to address each client’s needs as agreed by Amanda, her supervisor, and her clients. Her conviction and objectives were clear. They answered the goal setting model of SMART. Her Conviction and Objectives were Specific, Measurable, Attainable, Realistic and Timely. Amanda faced some challenges though.

When she addressed the BASIC five points of Beliefs, Action, Support, Interests, and Commitment she was able to better identify where her challenges existed. Initially, Amanda’s beliefs were that she had the education, experience, and ability to learn to efficiently carry out her duties as expected. She believed she had the sufficient

support and resources through her support system at work and home. She was interested in the daily answering of her client's needs, which answered her desire to serve others. She was inspired and motivated by her feelings of job satisfaction which fueled her commitment. Her initial start of her career was exhilarating. She learned how to do her job well. She experienced success in the achievement of answering her clients' needs. Amanda was attaining her objectives and living out her conviction of helping people in need.

However, a year into Amanda's job, she began to lose commitment towards her conviction and objective. She found she no longer had the zeal she had experienced before. The job satisfaction was disappearing. Addressing the needs of her clients was beginning to be a burden instead of a blessing. Was Amanda experiencing burnout? Had she found difficulty and frustration she had not experienced before? Amanda knew something was wrong. She didn't know exactly what had changed. Her conviction and objectives hadn't changed. However, she found that the BASIC five point's elements had changed and affected her ability to succeed as once she had. What happened? What elements changed?

Things have a tendency to change. People change. Circumstances change. All around us, things change to one extent or another. Amanda's job changed. Her job changed so gradually that she didn't realize how it had affected her commitment.

Amanda's job began to meet fewer of her interests. Duties and expectations changed. She realized that the resources and support structure she had once utilized to answer her interests in helping people were being more and more utilized in administrative duties. The administrative duties began to take away Amanda's ability to sufficiently answer the needs of her clients. The support which she once felt from her superiors was either non-existent, or was actually demoralizing. The financial rewards were never enough to meet her needs; however, she envisioned that a promotion and increase in pay would eventually come.

Even the vision of promotion was becoming blurred. She had been fueled by the good feelings she got from helping others. She had been motivated by the support and appreciation she was given by her colleagues. However, Amanda now was no longer getting fed adequately. She was being drained. She began to feel unappreciated. Her beliefs in her adequacy and actions began to reflect her loss of interest and commitment. She had begun to lose hope. Anger and resentment developed as her BASIC five points no longer supported her objectives and conviction.

The BASIC concept of the Pfive Points Process is that, in order for us to be productive and progressive in our Conviction and Objectives, our Beliefs, Actions, Support Structure, Interests, and Commitment must be in sync with each other, and

in favorable accord with our Conviction and Objectives.

If we know what we are supposed to do and don't do it, then our plans are doomed to fail. If we don't obtain and utilize the resources we need to get a job done, we hamper our success. When we no longer find interests in our endeavors, we find our feelings of satisfaction diminish and dwindle away until we are no longer convicted, committed, or interested in our objectives.

From the BASIC concept of The Pfive Points Process, success is derived from and attained when we pay attention to our Beliefs, Actions, Support and Resources, Interests, and Commitments to assure they are all working together to achieve our desired Conviction and Objectives. Success may have been attained in Amanda's case if some BASIC adjustments had been made. Some adjustments suggested and discussed addressed the negative issues which were prevalent in Amanda's job situation. These negative issues were cause for Amanda's job satisfaction to decrease.

Her Beliefs could have included the knowledge Amanda had of changes that needed to be made to regain job satisfaction. She could gain knowledge from superiors of what to do when she felt the frustrations coming on. She could have learned skills of dealing with difficult people and demanding duties.

Her Actions could have been focused on priorities and actions that are non-negotiable. Her action focus and priority could have been answering the needs of her clients, at least a portion of the day, so as to achieve her Interests which fueled her Commitment.

Amanda had underutilized people resources and support available from people around her. She could have looked for colleagues, supervisors, or others in the organization that have experienced; or, are experiencing the same type issues. Amanda could have observed how others address and manage the challenging issues. She could also choose to stay away from negative people who would focus on the negatives vs. the positives at and about the job at hand.

The most productive measure Amanda could have taken was to utilize Beliefs, Action, and Support Resources to revive Interests and renew her Commitment. This is not just the case in Amanda's situation, this applies in any case where there is a major lacking in one point (i.e.: interest). The strongest points tend to work together to restore the weaker points. It is a benefit to note that Beliefs, Actions, and Resources work best together to attain an Objective. Interests and Commitment compliment each other in the maintaining and strengthening Conviction.

Beliefs create Actions. Actions utilize and affect Support Resources. Support Resources affect

Beliefs and Action. Beliefs, Actions, and Support Resources work together to get things done. The utilization of productive Beliefs, Actions, and Support Resources lead to the achievement of the interests we have. Interests strengthen Commitment. The five points should compliment each other. When there is one point of the five which is not in sync with the others, contamination occurs.

Amanda's job satisfaction was good until her Beliefs, Resources and Support structure of people and time were depleted. Her Actions were affected. She no longer did what she used to do in her job that fueled her interests. The end result was Amanda left her job because she no longer found Interests and satisfaction. She was no longer committed to this Objective as a means to answer her Conviction of helping people. Convictions and Objectives fall apart when the BASIC Pfive Points Process is not in sync with our objectives and conviction.

I shift a bit now from looking at how the Pfive Point Process works for an individual to how the Pfive Point Process works in relationships. When we look at the Pfive Point Process working in the lives of two or more people together, the dynamics are greater, and the rewards as well. Think about the synergism that occurs when two people are working towards the same conviction and objective. They pool there Beliefs, Actions, Support and Resources,

Interests and Commitment. They compliment each other and each other's life journey.

This paradigm of looking at a personal relationship is similar to the process of gaining employment. The employee and employer have something to offer the other which when exchanged creates a relationship that is rewarding to both parties. This exchange is seen when we go to the grocery store to get food we believe we need. We take action by going to the store we desire, because of the beliefs we have about that store. We exchange our money resources for the store's food resources. We may also exchange our money for someone's services.

Services are supportive resources just as products, time, people, money, etc. are. The exchange takes place because of the interests we are having answered. So long as our interests are being answered, we are committed to the exchange. We make an exchange of resources to get what we want. The Pfive Point Process is implemented in relationships in order to have mutual needs and desires answered and met.

When there are more people involved, there are more options available. There are more Beliefs, Actions, Support and Resources, Interests and Commitments. In economics, this coming together of several people is called a marketplace. As more people are involved, the more sophisticated the marketplace becomes.

When the members of a family come together with their BASIC elements, they are considered a family unit. There are religious organizations, business entities, community associations and clubs whose members have similar convictions and objectives. These entities of like minded individuals find that by working together, they increase their chances of achieving their mutual Interests, Objectives, and Conviction. They develop Commitment as a result of shared achievements.

Let's go back to the example of employment. I am asked more than any other question about the Pfive Point Process; "How do I use the Pfive Point Process to increase my income?" An answer to that question is to find individuals or entities who will exchange their supportive resources for yours. More specifically, find those entities that will pay you for your products or services.

That is the BASIC answer. Identify the supportive resources you have to offer. Who has an interest or need that will be answered by your resource? What support resource will they commit to you in order to attain your resource? A simpler way to answer this question is: find a need or interest that you can answer for someone else, utilizing a support resource you have access to.

The concept of BASIC, or the Pfive Point Process utilizes the power of our Beliefs and knowledge to determine Actions and Support resources needed to spur us on to attaining Interests and strengthen

Commitments which bring us closer to living out our Convictions and specific Objectives.

What Beliefs, Actions, Support/Resources, Interests and Commitment do you have in regard to your Conviction and specific Objectives? Do your Beliefs, Actions, Support, Interests and Commitment support and sustain your Conviction and Objectives?

I encourage you to take a few minutes now to focus on the B.A.S.I.C. five points. Are your Conviction and Objectives unified and working together with your Beliefs, Actions, Support resources, Interests, and Commitment? If they are in sync, congratulations! If either of the B.A.S.I.C. five points needs an adjustment, I challenge you to make the adjustment now and enjoy the satisfaction that comes from seeing your Pfive Point Process fine-tuned.

I hope that at this point, you have acquired a meaningful understanding of how Conviction, Objectives, Beliefs, Actions, Support, Interests, and Commitments are established and why they should compliment each other for maximum effectiveness in assisting you in achieving your desires.

What are some Desires, Needs, Wants, Challenges, Issues, or Concerns you would like to address?

CHAPTER III

Beliefs

Belief – *“a state or habit of mind in which trust or confidence is placed in some person or thing”*
Merriam-Webster

*“What do you mean, ‘If I can’?” Jesus asked.
“Anything is possible if a person believes.”*
Mark 9:23

Ignoring what they said, Jesus told the synagogue ruler, “Don’t be afraid; just believe.” Mark 5:36

“Believe you can and your half way there.”
Theodore Roosevelt

*“Whether you think you can or you think you can’t,
your right.”* Henry Ford

I recall being told, “People don’t see things the way they are, but only the way they perceive them to be.” This statement was actually a variant of the quote, “We don’t see things the way they are. We see them as we are,” as attributed to a section of the Talmud from ancient Babylon.

The point is that things are only the way they are interpreted by a person through their owned beliefs. Beliefs which create our perceptions are developed from our experiences, emotions, and education throughout life. The way I see things, situations, circumstances, actions, behavior, people, and resources will in many ways be different than the way others perceive them. We all have unique sets of perceptions and viewpoints. We have unique sets of beliefs.

There are some things I would have absolutely no or very little belief; whereas another person may have many and strong beliefs or perceptions. Our beliefs and perceptions are the basis of the paradigm from which we begin to set our convictions, objectives, and desires. Our beliefs and perceptions will set the stage for our actions and the identifying of supportive resources.

It is interesting to hear people express their beliefs, viewpoints and perceptions. I wonder many times, “where did they come up with that?” I am sure people wonder where I came up with many of my own beliefs. Sometimes, I find myself questioning my own perceptions and beliefs. How do we

establish our beliefs and perceptions of how to attain our Objectives and maintain our Conviction? Where do our ideas of what actions and resources are required come from? What is it that makes one thing a motivation to us and other things a depressive object in our life? Our beliefs are perceptions. Perceptions are seldom the truth; rather, only what we view the truth to be from our own perspective.

My son was twirling the Wii remote by its cord one evening when he hit his sister in the head. I asked Trey what happened and he said Sarah got hit in the head by the Wii remote while he was twirling it. He went on to say it was an accident.

My children and I have come to agree that; for the most part, accidents happen when somebody does something stupid. Our belief was common when I asked how accidents happen. However, our perceptions differed when I asked the questions; “who did something stupid” and “what did they do?” Sarah and I agreed that Trey was doing something stupid when he was twirling the remote near Sarah. Trey felt Sarah was doing something stupid when she remained near him and didn’t move out of the way.

We all have different beliefs. These beliefs are a product of our own unique experiences, emotions, and education. There are many beliefs we share in common. However, our complete inventory of beliefs will always be different from someone else’s

set of beliefs. Beliefs are formed from our own lifetime of knowledge and experiences. We take in the experiences of other people. We may even incorporate opinions of others which have no basis in their own experiences or education.

Our beliefs may work and be true for us and not workable and true for others. We all have an individual persona made up of Spiritual, Social, Physical, Financial, Intellectual and Emotional influences and experiences which formulate not only who we are, but also how we perceive and believe others to be.

When it comes to Conviction, Objectives, Actions, Support, Interests and Commitment; there are individual Beliefs of what we desire, what exists, and what is required. Beliefs require us to assess our life and look for beliefs which will empower us to reach our desires. We can also adopt beliefs of others which we feel will be of benefit to us. The more education and experience a person has access to, the more opportunity an individual has to identify a greater arsenal of beliefs which can guide them toward their Conviction and Objectives. Although a person may have a large arsenal at hand and much opportunity; it is an individual choice of which beliefs a person will utilize or not.

We will have a tendency to put more confidence in the beliefs of other people than we put in ourselves and our own beliefs. Remember, your beliefs are usually thinking patterns that you have learned and

practiced to the point that you look at your experience as a dependable indicator of whether that belief works for you or not. We may try the beliefs of other people. However, I caution you to be leery about accepting any belief as being universal unless it has been proven to be true among the vast majority and more. As a Russian Proverb quoted by President Ronald Reagan states, “Trust, but verify.” We must search for our own truth in our beliefs.

Recognizing that beliefs are individual as well as universal allows us to approach our desires in unique ways and think, “outside the box.” We have the ability to be unique in solving problems because of our unique set of beliefs that come from our unique makeup of experiences and knowledge.

If I were to ask you to get me a piece of paper, what would you reach for? I’ve gotten everything from a sticky note to a torn piece of typing paper to a piece of toilet paper. Some people would reach for the most convenient to get. Some would get their preference. Some would get what they felt my preference was. Many would ask what the paper was for so they could further qualify their Belief in answering my request with the best alternative.

Beliefs set the stage of how the Pfive Point Process, or the remaining four points of Action, Support, Interest, and Commitment will be carried out and utilized. The Beliefs you hold about your

Conviction and Objectives will create the direction you will go in attaining those desires.

Paul was unemployed and in need of a job. He needed stable income. He preferred to work for a company where there would be advancement opportunity. His conviction was to attain stable employment. His objective was to start working with a company where he would be able to increase his income with his experience. Paul had to identify the beliefs he would accept about getting the job he wanted.

He began by asking himself what his beliefs were about himself. What does Paul have to offer? Why would a company want to hire him? Is he a good worker? What makes him a good worker? What are his skills, education, and experiences? Questions were beginning to flow. As Paul wrote the answers to his questions, he established a set of beliefs about himself as a valued employee. He made note of any negatives or concerns that came to mind. These bumps in his beliefs would be verified and dealt with as he moved toward his desired employment.

Paul had assessed his beliefs about himself as a valuable worker, then he began to ask questions to affirm his beliefs about the employer he desired. He asked himself about his beliefs and what he believed about the type company that had the greatest need for his talents. How big of a company did he want to work for? What type duties would

he be able to perform? How far was he willing to commute? What income was he looking for?

After establishing beliefs about himself as an employee and a target company as an employer, he established how he believed he could introduce his services to an interested employer. Paul believed he would need a resume to share with the company. He believed he needed to know something about the company he was applying with.

He believed he needed to know the application process. Are there any active recruiting efforts being done by the company? Does he know anyone who could help introduce him? Would he take his resume to the prospective employer personally, fax it, email it, or all three? Would he follow up resumes and applications with a request to meet and interview, or would he wait for them to call him?

The beliefs Paul established outlined much of his Action Plan, Support and Resources needed, Interests he will strive to answer, and the Commitment that will be exercised. The positive beliefs will be capitalized on and utilized. Any negative beliefs will be addressed so as to correct, dispel, or mitigate any damage that could result from their existence.

The greater the beliefs we have, the greater our power is to succeed. We have heard the old adage, "Knowledge is Power." There is much we can rely on in that statement. The fact is that what we do

and act on is based on what we know and believe to be true. As mentioned earlier, some things we believe to be reliable knowledge; because of either our own education (experiences of others), or our own experiences.

We may establish or hold beliefs that the assumed knowledge of others is incorrect and not reliable. Many times we formulate perceptions, assumptions, and conclusions which are in error. When we act on inaccurate beliefs and knowledge, we are in danger of creating negative situations and dynamics in our life that are to our detriment.

Think of the times when you suffered negative consequences because you made a bad choice. The choice you made was most likely made from misinformation or no information. The facts were either wrong or non-existent. Decisions made without facts are most times made through feelings or emotions. Feelings and emotions have a tendency to prompt us to make decisions without considering the facts or our beliefs about the issue. Some people are more prone to make decisions and choices based on their feelings rather than their knowledge and experience.

One of my clients made the statement when we were discussing beliefs, "A Belief is a feeling, so if you operate from your beliefs, don't you operate from feelings?" Great statement, he was absolutely correct; however, belief is, "a feeling of being sure

that someone or something exists or that something is true”, as quoted by Merriam-Webster.

The key component of a healthy belief or feeling is that component of ‘being sure that something is true’. We must ask about our beliefs, “Are we sure that this belief we have is true?” There are times when we can say, “Yes, my belief is true”. Other times we may say, “No”. Other times we just don’t know.

In the earlier example of Paul who was seeking employment; he went through numerous questions to establish his beliefs which would direct his action plan. How would Paul have answered in regard to, “how sure are you that your beliefs are true”? How much time, energy, resources, morale, and work would have been wasted or not utilized because of untrue beliefs? Think about the problems that can be caused by wrong information. It is essential that we have our beliefs and facts, and have them straight before we embark on taking action.

How many relationships, careers, dreams and desires are casualties of deceptive beliefs? Recall at the beginning of this chapter the statement that, “We don’t see things the way they are, but rather, the way we are”. We will find that we believe things not for what they are, but for what we as individuals perceive them to be. Our perceptions are based on the way we have learned about and experienced the subjects in our life. If you want to predict a person’s actions, look closely at how they

have acted in similar situations where they had similar perceptions. It may be that they learned their behavior pattern by instruction, experience or both in practice.

Kelly's husband was a very possessive and demanding husband. He was so paranoid of Kelly that he would go through Kelly's personal papers when she wasn't home, hoping to find something to support his belief that she was being unfaithful to him in some way. He was adamant that she had money she wasn't telling him about and that she had an affair going on.

One evening when Kelly got home, she noticed her personal papers on her desk had been disturbed and she suspected her husband had been going through her things, so, she decided to find out.

Kelly created a fictitious financial statement showing that she had made over \$100,000 on a stock trade. The statement looked real with a Manhattan, NY address, prominent sounding name for a stock brokerage firm, even a fake phone number that had a (212) N.Y., N.Y. area code. She placed the faux statement in her papers, and waited.

Kelly had made up her mind that she would not live with someone she couldn't trust and who wouldn't trust her. She would soon find that John was going through her personal papers when he abruptly filed for divorce and demanded half of the fictitious earnings.

Kelly quietly allowed her soon to be ex-husband to take her all the way to divorce settlement. It was at the hearing that it was revealed that neither John, nor his attorney had verified Kelly's perceived brokerage account, or even the existence of the fictitious brokerage firm. When Kelly's attorney telephoned the alleged brokerage firm, it was revealed that there was no such firm or brokerage account. Rather, the phone number was that of Federal District Court offices in Manhattan, NY.

Kelly's ex-husband walked away with nothing from the divorce except an attorney's bill. It was John's irrational beliefs and greed that deceived him to marital ruin. It was Kelly's understanding of how her ex-husband would react under certain circumstances, perceptions, and beliefs that enabled her to better act on her objective of verifying John's trustworthiness and marital commitment.

Understanding the effect Beliefs have on our Actions and behavior, Support resources, Interests and Commitments in our life makes us more attentive and aware of how the Beliefs of others affect their Actions and behavior. Look at the effect Beliefs of fear, hurt, rewards, and hope have on people in our community, families and marriages.

Beliefs can make an employee bitter or better. It's not just the beliefs of the employee but the beliefs of their employer and their clients that motivate and inspire the employee to excel. Children, parents, siblings and spouses create Beliefs about

themselves from the Beliefs others have about them as well as the Beliefs they hold about themselves. Beliefs will determine how you use the God given talents, resources, and guidance you possess.

What are your beliefs? Are your beliefs positive and productive? How will the beliefs you have, bring you closer to your convictions, objectives and desires? It is encouraging to observe people expanding their education, knowledge and experiences. These are people who are strengthening and developing their beliefs.

It's through our beliefs that we become motivated, energized and empowered to achieve those things we desire the most. So much is heard about the importance of attitude. Attitudes are developed by beliefs and experiences. Attitudes are expressed through action. You adjust your actions and attitude by addressing your beliefs. You can also adjust the attitudes and actions of others by addressing their beliefs. Changes in beliefs start with changes in education and experiences. What Beliefs will you address in order to change an Action or behavior, Supportive resource, Interests, or commitments?

CHAPTER IV

Actions

Action – “*an act of will*” Merriam-Webster

“but those who hope in the Lord will renew their strength. They will soar on wings like eagles; they will run and not grow weary, they will walk and not be faint.” Isaiah 40:31

“In the same way, faith by itself, if it is not accompanied by action, is dead.” James 2:17

“Do you want to know who you are? Don’t ask. Act! Action will delineate and define you.”

Thomas Jefferson

“Action may not always bring happiness, but there is no happiness without action.” Benjamin Disraeli

Beliefs set the stage for our attaining our Conviction, Objectives and desires. Beliefs set the stage with knowledge, experiences, expectations and perceptions. However, it's Action which brings the stage to life. Action is the key to exercising our Beliefs in order to attain the conviction we hold and the objectives we desire.

Beliefs are useless until we put them into Action. We can research, plan, contemplate, anticipate, imagine and envision. However, these are needed elements of establishing beliefs that we can get stuck on. There comes a time when we need to shift our focus a bit from beliefs and give more attention to putting those Beliefs into Action.

There are biblical concepts, stories and scripture that stress the importance of action, as well as belief. One of my favorite stories and passages takes place in Exodus Chapter 14. The Israelites had left Egypt and their enslavement by Pharaoh. The Egyptians were right on the Israelites backside when the Israelites got to the Red Sea. The Israelites began complaining to Moses and praying to God about their imminent destruction and the desperate predicament they were in. They believed they were doomed; however they hoped God would save them. Then in verse 15; God tells the Israelites to, “stop crying out to me and start walking.”

The truth of the matter, and a Belief we have to accept is, Action requires effort and is often times met with fear and resistance. Taking Action comes

more easily for us when we have to take Actions which satisfy our immediate needs and give us pleasure at the moment. The actions required that feel uncomfortable or don't deliver immediate gratification come as more of a challenge. It is easier to talk about doing something than it is to actually do it.

What are some actions that come to mind that you know you should do? Do you find yourself avoiding doing what you know and believe you should be doing? If you were to identify why you aren't doing what you know you should be doing; would it be because the action would be uncomfortable, inconvenient, or that there are no immediate pleasures to be derived? Do you have a belief which creates resistance, fear, or guilt?

Avoidance and not taking action is actually taking some form of action. To not act is to act. You choose to exercise your beliefs or not. Choosing is an action. Action requires effort and direction. You choose what beliefs and action you will take or act on. Your choices of action will be based on and will result in beliefs and hope for gain, fear of loss, immediate pleasure, or immediate harm. Choices of action or inaction are based on our perceived beliefs of the out-come of the action. Therefore, we choose to act or not to act based on what we believe is in the best interest of our objectives and conviction.

Actions can be separated as intentional or unintentional; meaning that you chose to either take

an action, or chose not to take an action. This is also termed as acts of commission (chose to act) and acts of omission (chose not to act). Actions are also proactive or reactive. Proactive actions are originated by the actor. Reactive actions are actions in response to another's action. Proactive actions are more focused on the actor's objective, rather than producing a response to another's actions and objectives.

Whether actions are acts of commission or omission, or, proactive or reactive, they will either move us closer towards realizing our Beliefs, Objectives, and Conviction; or our actions will have a negative effect and move us away from what we know will bring us closer to our conviction and desires.

Actions coexist with and compliment the other four of the Pfive Points (Beliefs, Support, Interests, and Commitment). Just as actions put life into Beliefs; Action is made more effective through the utilization of support factors and resources. Momentum, inertia and energy, as well as synergism is created when action answers interests and fulfills Beliefs and Commitments we have in our desired Conviction and Objectives.

My Dad and I worked together for over 25 years in the real estate and employment/staffing businesses. It was necessary for us to not only manage our own actions and drive; it was an essential business function to manage our staff's actions and usage of

time. We thought of time like we thought of money. Our time was limited and needed to be managed and used wisely. How much time was being used for what? What are the results of the time spent?

We required each staff member to keep a daily time log from 7:00 a.m. to 6:00 p.m. They were to plan their time usage on one side and record their actual usage on the other side. We did this exercise for six weeks to start. There was much resistance from the staff at first because the exercise began to reveal the many interruptions or action choices being made which were not conducive to the primary objective of answering the needs of our clients.

After the first two weeks, staff members began to take on an attitude of, “come look at my log”. Productivity increased, more clients’ needs were met, and profits skyrocketed. Through better action choices, the staff increased their income because they shared in corporate profits. There was now an interest and commitment to choose the most productive actions. New supportive resources were utilized to create increased efficiency and effectiveness.

The staff created new beliefs and perceptions about time management and action choices through their experience. Most of the staff continued to keep their logs after the six week exercise. I continue to use the same tool I’ve used for over 20 years. It works.

When actions are considered in the Pfive Point Process, we determine what actions will most effectively and efficiently support the beliefs we have that pertain to attaining our desired objectives and conviction, interests, and commitments. When we fail to identify priorities and which actions are the most productive, we have a tendency to do only those actions which give us pleasure or alleviate immediate discomfort. The saying that, “the squeaky wheel gets the grease” is so true when people are reacting to situations and demands. It is far more productive to direct actions towards being proactive and focused on the primary objectives and conviction.

When we begin acting reactive instead of proactive, we often times begin to spiral away from our objectives and convictions. When we spiral away from our beliefs, desires, objectives and conviction; we become disappointed, frustrated and arrive at a state of feeling anger because we did not fulfill our objectives and maintain our conviction.

Similar feelings of frustration and anger can come on us when we have established so many primary and relative priority actions to attain that we feel so overwhelmed that we don't know what to do first. The tendency is to do nothing until one of the priorities emerges as a crisis. Knowing that the priority which becomes a crisis first will be addressed first, we can anticipate and become proactive by addressing the priority action which if

neglected has the greatest potential to exasperate into a crisis, causing us to act reactively.

We can make appropriate action choices by asking how the action will support the beliefs, desires and objectives, and support the overall conviction. We can choose to address the actions which have the likelihood of resulting into a crisis if not addressed immediately.

A third way we can determine what actions to perform is to assess the collateral as well as collaborative effects of the actions. Collateral effect is more concerned with who and what will all be affected. Collaborative effect is more concerned with how effective the action is in combining its actions with other actions and reactions to create more effectiveness. The collaborative concern is focused on the “domino effect.” The collateral concern is more concerned about how deep and broad of an effect the action will have.

When you look at action choices, look at what action will have the most important effect in the short term as well as the long term. What action will be most benefit towards altering your objective today, as well as into the future? How will the action benefit in future actions? Does a strategy emerge of combining actions to achieve the objectives, desires, and conviction?

Our actions may require the implementation of actions that utilize our resources or support system,

interests, or commitments to attain the action. Sometimes the action we are attempting is not in the natural plan. However, there needs to be an action plan in place and worked.

The plan should be realistic and attainable. The plan of action should be of the best utilization of resources while at the same time making the greatest impact on beliefs, objectives, desires and convictions, interests, and commitments. The timing of the action needs to be considered as to when the most opportune and beneficial time is for the action to occur. Sometimes actions may need to be postponed, delayed or aborted. Many times the action needs to be implemented sooner than originally planned.

“Our actions should be personal (involving you), practical (something you can do), and provable (with a deadline). Every action involves either your relationship to/with God, your relationship to/with others, or your personal character.” (Rick Warren devotional 10/15/14).

Before we move to the third point of Support and Resources, let’s recap, review and regroup with the Pfive Point Process so far as we have discussed.

We have defined the COBASIC process as being the process we follow to attain our Conviction, Objectives and Desires utilizing the BASIC process of the five Points of the Pfive Point Process. The first two points of the Pfive Point Process are

Beliefs and Action. Beliefs are what we know. Actions are the things we do in accord with our beliefs. Our actions in accord with our Beliefs bring us closer to achieving our objectives and desires. Our objectives and desires are parts of an overall Conviction and passion.

Questions for thought re: Conviction, Objectives, Beliefs, and Action

What is your Conviction?

What are your Objectives and desires?

What are significant Beliefs, knowledge, experiences, and perceptions you hold about your Conviction and objectives?

What actions are needed to attain your conviction?

What actions are needed to attain your Objective and Desires?

What actions support your beliefs in regard to your convictions and objective?

What action would maximize the utilization of resources and support?

What actions would you consider as answering your interests?

What actions would strengthen your commitment?

What actions need to be addressed as negative influence?

Who will perform the action?

When will the action be performed?

Who will be affected by the action?

Why is the action being performed?

Where will the action be done?

How will the action be performed?

What is the anticipated effect of the action?

Is there and what are alternative actions?

How important in regard to priority is this action?

Can this action be delegated or substituted, even aborted?

What are the time and manpower needs for this action?

What additional beliefs, knowledge and experience is needed for action?

What resources will be needed for action?

The above questions, as well as others you may want to ask; need consideration and answering to better define the appropriate actions needed to attain the objectives and desires you set. These actions will be the basis of your plan. It will actually be the primary part of your plan. Action is what brings the plan to life so your objectives and desires may be more effectively met.

The following chapter refers to supportive resources needed to support your actions and beliefs. Supportive resources are utilized in order to attain the objectives; as well as the conviction you have established.

Chapter V

Support

Support – *“the act or process of supporting; the condition of being supported; one that supports”* (promoting an interest or cause) Merriam-Webster

“So do not fear, for I am with you; do not be dismayed, for I am your God. I will strengthen you and help you; I will uphold you with my righteous right hand.” Isaiah 41:10

“And my God will meet all your needs according to his glorious riches in Christ Jesus.”
Philippians 4:19

“Start where you are. Use what you have. Do what you can.” Albert Ashe

“It doesn’t matter how many resources you have. If you don’t know how to use them, it will never be enough.”

When we think about support and resources, we consider those people, places and things that help us perform the actions which support our beliefs of what we have to be or do in order to attain our Objectives and desires within our conviction.

If Beliefs set the stage and Actions bring Beliefs to life; then, our Support system and resources sustain us and give us the power to perform the effective actions. Our support system and resources are abundantly found in, as well as, outside of our self.

We discover Support and resources when we explore the social, spiritual, physical, intellectual, financial, emotional areas of our life. We also find abundance of support and resources in people, places, and things which surround us and we have access to.

Just for fun and to get started with the thought process of resources and support structure; think about the resources that you have. These resources and Support structure can be more than just material things; they can also be Beliefs, Actions, Interests and Commitments we have access to. Think about your education and experiences. You are what you do and think about in the sense of being a positive or negative influence on your life. What are the Beliefs and Actions you utilize as Supportive Resources?

Socially, how are your social skills? Do you meet and interact with others well? Who do you know

that could be a Supportive resource? What are the spiritual beliefs and actions that give you strength? What are your experiences and education? Do you have a special skill or talent; or, the ability to learn quickly? Are you able to teach? Are you calm or of high self-esteem? What are your personality traits? Do you take criticism easily? Do you have compassion for others? Do you meet others easily?

When you answered the previous questions in an affirmative way, you noted some non-material supportive resources you have that will assist and sustain you towards your endeavors.

Material resources are much easier to recognize because they are most common to us. Material resources are items we can see and feel. They can be used to facilitate us in our actions. Material resources could include practically anything we can touch, hear, see, smell, or taste. These would be things like food, clothes, shelter, transportation, toys, tools, materials, animals, supplies, electronics, and other items we usually think of as material or physical resources. Physical resources also include our body and health.

Financial resources are also resources which are readily recognized due to their commonality. Financial resources are anything of a financial nature which can assist or support us in attaining our objective or desire. Financial resources are thought of as money or anything which can be readily converted into money. This includes cash,

credit, sellable assets, investments, services rendered for payment, a job, and skills which are marketable.

It was encouraged that you look at your own personal supportive resources at the first of this chapter. Now, take a look at the people around you. Consider those people closest to you; being friends and family. What resources are available to you through them? What support structure do you have among your family members and friends? Look at the social, spiritual, physical, intellectual, financial and emotional areas of their life.

What support structure and resources can you identify in your community, church, synagogue, schools, government, associations, businesses, organizations, and agencies? We have access to numerous resources when we connect with others.

Have you ever thought of a place as a Support resource? A place can provide assistance and sustenance to many objectives and desires. Different places offer different financial, social, spiritual, physical, intellectual and emotional support structures and resources. A place can be any environment. A place can be a building, church, park, or a certain atmosphere like an event.

Think of activities like fishing, playing ball, family events, and religious services. Our place or group of people within our employment is a place or environment with unique Support and resources.

These are all places or environments that can be a support structure or resource for assisting in and sustaining our endeavors.

Place as a resource may be exposure to an environment on a larger scale like a city, state or country which allows us access to resources of diverse economics, lifestyles and culture. Access to a different environment is many times our desire when we go on a vacation or day trip. We are able to create and gain new Beliefs, Actions, Interests and Commitments when we are exposed to new perspectives and supportive resources found in new places, activities and environments; among unique people and ideals.

In the chapter about Beliefs, we explored the idea of “Substitution of Beliefs”. We recognize that some beliefs we have are not as realistic as others; meaning that they don’t hold as much credibility.

Therefore, we may have to substitute a Belief that is less realistic with one that is more realistic. The same concept was applicable to actions. The concept of substitution is just as prevalent in Support resources, if not more so as it is in Beliefs and Action.

By substitution we are able to acquire needed supportive resources within realistic options. When we chose to substitute one thing for another, it is usually because the resource we think we need is beyond our reach and usually more than we need, or

can afford. We substitute ownership with renting. Vitamins are substitutes for nutritious foods. Books and cyber-classes are substitutes for classroom instruction. Recordings are substitutes for live appearances. A home office is a substitute for a commercial office. Temporary employees are substitutes for full time employees.

The examples are numerous. We substitute faux products for designer products. Many times we substitute false information for the truth because we don't want to pay the price that comes with knowing or telling the truth.

It cannot go without mentioning and bringing to the forefront that our greatest resource is that resource which is the creator of all resources, God. For those of us who have the belief from knowledge and understanding, education and experience; we know that God is the source of all things good, things seen and not seen. By knowing that God is creator and in control of all things, we know that the Supportive resources we need come from God.

Resources are promised and provided for us in every area of our life – social, spiritual, physical, intellectual, financial and emotional by God's own making, in His own way, for us to glorify, praise, worship, thank and depend on Him in all of our endeavors.

We find that when our Conviction, Objectives and desires, Beliefs, Actions, Support structure and

resources, Interests, and Commitments are in line with the ways of God; we are truly blessed with how things turn out. Sometimes, more resources are not needed at all; or they may come from a source we would have never thought of. I have seen changes in people's resources, as well as my own in practically a flash. Sometimes we just need to manage the resources we have and/or cultivate those resources we have access to.

Things happen we don't understand. I believe there are no coincidences. Everything is part of God's plan for us. 'He knows the plans he has for us and these plans are for good, not disaster. His plans are to give us a future and a hope.' (*Jeremiah 29:11*). If we trust in His sovereignty and guidance, He will lead us to the resources we need for things that are good in His eyes. Trusting in God is faith that He is in control.

Life is abundant with resources to help bring us closer to fulfillment of what we want to attain in our life. We have so much abundance that we actually allow many of our resources to be wasted or squandered. This is most prevalent in people as resources; individual talents as resources, relationships as resources, and how we utilize our own potential. Many people just don't realize what they have in the way of supportive resources until they lose them. God has given every person talent to be used to glorify Him by using these talents for the good of others.

People possess resources that they are unaware of. We don't realize what we have because we are either unaware altogether, or we have simply refused to experience the resources. I heard a statement on the radio. The announcer quoted a statement he had heard at a workshop. "You can choose to live comfortably or to live courageously." Sometimes we have to look a little further and attempt a little harder to find what resources we are really made of. Using skills we haven't used can require us to get out of our comfort zone and draw on courage by facing our fears. Explore new territory in your life and be amazed at what Supportive resources you discover.

Support resources assist and sustain our actions in order to bring our beliefs to life. Supportive resources are available to us in the Social, Spiritual, Physical, Intellectual, Financial and Emotional areas of our life.

One of the most challenging question for us to answer is; "what resources do we actually need?" What are the Supportive resources we will utilize to attain the actions that will support our beliefs. What supportive resources need to be utilized for our Objectives, desires, and Conviction to be achieved? We also have to answer, "from whom, what, and where will we acquire the needed Supportive resources".

Take time now to determine what Supportive resources are needed for you to succeed in your

endeavors. From where will the supportive resources come? As you strive towards the utilization of your resources, you will see things begin to happen which will create excitement and interests in your endeavors. Momentum will develop. More supportive resources, actions, and beliefs begin to emerge which will further complement your quest to achieve your Objectives, desires, and Conviction.

CHAPTER VI

Interests

Interest – “*induce or persuade to participate or engage; WELFARE, BENEFIT*” Merriam-Webster

“then make my joy complete by being like minded, having the same love, being one in spirit and purpose. Do nothing out of selfish ambition or vain conceit, but in humility consider others better than yourselves. Each of you should look not only to your own interests, but also to the interests of others.”

Philippians 2:2-4

When Jesus spoke again to the people, he said, “I am the light of the world. Whoever follows me will never walk in darkness, but will have the light of life.” John 8:12

“A man will fight harder for his interests than his rights.” Napoleon Bonaparte

“We grow according to the interests of the world. Yet we live according to the interests of our own desires.”

Beliefs set the stage. Action brings life to beliefs. Support structure and resources assist and sustain actions. Interests are the tangible delights we find in our endeavors. Interests motivate us to work and move towards our Conviction, Objectives, and desires. Interests are the recognizable happies you experience on a regular basis. Interests are the positive reinforcements received from the time you start your objective to the time you achieve your objectives and conviction. Interests are the milestones we look forward to along our journey.

Interests can be compared to the periodic paycheck we get while we are working in our job or career. Interests are like scenic stops while on a long road trip. Interests are the memories and events we experience that bring us happiness during the relationships we have. Interests are motivators that we look forward to while pursuing our Conviction, Objectives and desires.

It's important for us to have periodic rewards and pleasures as we implement our Actions, maintain our Beliefs, and utilize our Support resources to best attain our Objectives and desires.

To celebrate checking off a task on our "to-do list" can be the motivator we need, nudging us closer towards achievement of our Objectives. It may be a thank-you or a pat-on-the-back, or sincere and positive recognition. We should remember that other people need interests met as well as ourselves. We should think of others' interests as greater than

our own; therefore bringing them to achieving desires and objectives. When we help others attain their interests, we find that many of our own interests are also answered. It's true that blessings come to those who bless others. Find a tangible interest which you can grasp in your endeavor.

Sometimes it can be a challenge to identify a tangible, positive, benefit, happy or simple blessing that comes through our endeavors. In challenging times like these, we can look at the fact that we made it through that day and identify at least one thing we accomplished. That one blessing may be the fact that we persevered through the actions we set out to perform. It may be that we checked something off our to-do list. Some days will be more productive in some ways than others. However, it's during those tougher days that we have to look harder to find the positives. Those are the days we actually get stronger, wiser, more patient and insightful.

To really understand interests, we can begin by recognizing how we are already wired to see the negatives and challenging situations in life quicker than the positive. When we recognize the things we complain about, then, we can see things we can be happy and positive about. We can choose to look at aspects in our life differently. When we complain about not having what we want, we should be thankful for having things we need.

We need to look at our job, our spouse, our children, our finances and numerous areas and situations in and around our life in a different way. We need to look at our circumstances and situations in a positive way by seeing opportunity for growth and development. We grow and develop when we meet challenges head on, face our fears, and use what we have to progress.

Interest in something is an attitude. I've heard said that to be fond of something, we have to find a reason to be thankful and grateful for whatever it is. To appreciate and to have interest in something is to have an attitude of gratitude. Think about the aspects of your relationships, spirituality, health, physical aspects, intellect, finances and emotional life. What are you thankful about today as you pursue your objectives and desires? When we have gratitude, we have interests.

When we see the things we are thankful for and the things we count as blessings, we can then, identify other interests and blessings we look forward to attaining. These interests or blessings are those things that encourage us to continue to move forward in our Conviction towards our Objectives and desires.

I find it comforting and encouraging creating and maintaining a "blessing and interest list". My blessing and interest list reminds me of what I have to look forward to on an ongoing basis. My list is rather random and includes many things other

people might not consider a significant blessing or interest. However, this is my personal list that gives me encouragement, knowing I am pursuing interests as I pursue my Objectives and desires.

My “Blessings List” or “Interests Answered Journal” reminds me of the small blessings and Interests I attain. These blessings and Interests make my endeavors exciting and rewarding.

It was mentioned earlier that others need interests and periodic needs met as well as our own needs and interests being met. It has been taught in different ways that it is greater to give than to receive. It is the giver who is greater than the receiver. He who has the ability to bless is far more blessed than he who receives the blessing. These truths of blessings through blessings opens a concept of creating interests in all our endeavors. We can take an interest in every endeavor by finding ways to bless others through our journey.

The minimal interest in every endeavor is the objective to bring happiness, encouragement, appreciation or some benefit to somebody through the day. An interest can be attained by identifying a solution to a problem. It may be eliminating some degree of fear, doubt or guilt in yourself or someone else. Finding an interest is finding something positive and refreshing along the journey towards your Objectives and desires. An interest is answered when we serve others.

Interests we specifically desire can be identified before we start on our endeavor or we may find them as we move through our endeavors. We can take notice of things that enlighten us; bring us peace, happiness or pleasure of some sort. Many times blessings come on us when, where, and in ways we never expected. Surprises happen that take a load off or give us a little boost. Things don't just happen by coincidence. There is a reason we experience blessings in our life. Blessings happen as a result of being a blessing in someone else's life.

I find life really gets interesting when I begin to make it interesting to others. I find my endeavors take on more interests and become more interesting as I take more interest in them. How do you develop more interest? Interests are developed and shown when we observe and ask questions. What are the Interests you look forward to in your endeavors?

Observe the Conviction, Objectives, Beliefs, Actions, Support Resources, Interests and Commitments of others' endeavors as well as your own. Ask how the Conviction, Objectives, Beliefs, Actions, Support resources, Interests and Commitments can be better utilized and more effective. Ask for whom and how the endeavor will be of benefit.

We can discover interests we have that we didn't know we had when we take time to step back from

our endeavor enough to re-look at what we saw when we first embarked on our journey. We once may have had passion and interest that we have lost perspective of. Or, we may have developed more passion or interests.

Sometimes we have to hit the refresh button and see the conviction and objective as a big picture again. We have to regroup and look at our endeavors from a renewed perspective. We might have to get a new view on things and regain our vision.

A colleague of mine in real estate had a thought about sales and the amount of rejection a salesman gets. My friend explained that he knows that he will get 1 prospect in 5 contacts and he will sell 1 of 10 prospects. Therefore it takes 50 contacts to make 1 sale. That's a lot of rejection. However, the way he looked at it was, "NO" spelled backwards is "ON" – "On to the next one". He took an interest in the negatives which he knew eventually would lead to a positive.

Scripture encourages us in the book of James Chapter 1, to 'consider it an opportunity for great joy when trouble comes our way. In troubles our faith is tested and our endurance is given a chance to grow. When our endurance is fully developed, it is complete and perfect, needing in nothing.' When all our needs are met in our own perspective; We feel satisfaction, content, and peace. Yes, positive interests can even be found in troubles, challenges and difficulties.

Interests can be found in our pursuits when we make the choice to seek them out. Interests are our perceptions of blessings and positives in our endeavors. It is these beliefs of blessings and positives which keep us desirous of moving forward towards our conviction and objectives.

These perceptions of blessings are beliefs we have about the events we encounter each day as we move towards our conviction, objectives and desires. When we encounter events, we decide to envision them as contributory or destructive. All it takes to create an interest is to ascertain some positive aspect in the item, event, or situation which we experience or acquire.

If we look closer at events and situations and how they positively effect our life: Socially, Spiritually, Physically, Intellectually, Financially and Emotionally; it is conceivable to find interests which keep us encouraged to continue moving towards our objective; even in the midst of difficulty.

What difficulties are you challenged with on your journey? On further observation, what are some positives you find which will come from the difficulties, or can be found in the challenges you face?

A close friend of mine was recently broadsided when his wife left him and their marriage after almost 25 years. She refused counseling or any

attempt of reconciliation. She immediately filed for divorce. His conviction had left. His conviction, objectives and desires were covered with darkness and much destroyed. He had experienced the ultimate of shattered dreams and broken promises.

How could he continue to live his life when all his interests seemingly diminished and disappeared at once? This would require re-examination of his conviction, objectives and desires to determine how he would salvage much of his conviction and modify his objectives and desires in order to establish or re-establish interests to move forward in his life.

In this situation, my friend defined his conviction as being a devoted husband and father. He defined a devoted husband and father as one who accepts his wife and children, no matter what; with mercy, grace and forgiveness. He would be an encouragement determined to lift his wife and children up instead of tearing them down. He would help them to become the best they could be. He would maintain open communication and create intimacy and bonding. He would be a provider for his wife and his children, no matter what.

Many times, in order to find interests in difficult times, we have to do the unordinary and “step out of the box”. It’s all too common for people to lose interest in their conviction. It’s all too common because it’s easy and the natural course of events is

to quit when the interests are waning and things get tough.

My friend came to an unorthodox and out of the box conclusion. He said, “It sounds crazy, however, I have already gone crazy trying to defeat the event. I can however, defeat the effect of the event and situation.” He went on to explain, ‘that although the objects had been disrupted, his ability to act never was’. He went on to say that for him, to be a devoted husband and father was not contingent on his wife’s response, at this point. He had stated several times that he would be a devoted husband in actions towards his wife; “No matter what.” He would be a devoted father towards his children, “No matter what.”

My friend decided that as much as possible within his marriage / divorce situation he would challenge himself to exemplify the elements of his conviction and thus do his part to be true to what he held in highest regard; his devotion to being a devoted husband and father.

He found that he could still practice being proactive in fulfilling the actions he believed would achieve his objectives and desires. He could still practice grace and forgiveness, encouragement and empowerment, communication and closeness. He could still be a provider for his children. He could choose to minimize animosity and resentment.

The major change that would take effect in this pursuit of interests was there was no guarantee that he would receive any reciprocation from his ex-wife. How satisfying would that be? For the time being, my friend would find contentment in his current situation while still holding on to his conviction of being a devoted husband.

There came a time when his conviction changed in the relationship he had with his ex-wife. As a new friend entered the scene, he maintained his conviction of being a devoted partner, but towards a different person. As his conviction was modified towards another partner, so did his objectives, desires, beliefs, actions, and utilization of resources. His interests are still apparently to continue his current conviction; no matter what. He replaced the object of his conviction with someone else. He maintained his conviction to his children.

The greater the person's interests are in a person, possession or perception; the more devoted they are to pursuance in times of trial and challenges. A person's degree of devotion will predetermine to what degree they will rise to meet their conviction, objectives and desires. The more interests a person has; the more reasons and excuses they can entertain to endure and pursue that which they want in their life. Their interests can override Beliefs, Actions, and Support Resources. Their Interests have the capability to change Objectives and Conviction.

Interests contribute to the power over our lives and the prosperity we achieve. Interests work together with Conviction, Objectives and Desires, Beliefs, Actions, Support and Resources we utilize in COBASIC and the Pfive Point Process. Interests are the external reactions/actions that give us pleasure, happiness and rewards as we consistently emerge towards our Objectives and Conviction.

What are the interests you can identify in your current endeavor? What Conviction, Objective, desires, Beliefs, Actions, or utilization of Support and resources do your Interests support or derive from? Do you find that your Interests encourage you to be more devoted to your endeavor? How?

Interests are external rewards that contribute to our devotion. Devotion derives from an internal reward of satisfaction of a core belief. This internal reward of satisfaction is the fifth point we develop which we call commitment. May you find your journey interesting.

CHAPTER VIII

Commitments

Commitment – *“the state of being obligateded or emotionally impelled”* Merriam-Webster

“Commit your way to the Lord; trust in him and he will do this: He will make your righteousness shine like the dawn, the justice of your cause like the noonday sun.” Psalm 37:5-6

“I have told you these things, so that in me you may have peace. In this world you will have trouble. But take heart! I have overcome the world.” John 16:33

“Commitment is what transforms a promise into reality.” Abraham Lincoln

“There’s a difference between interest and commitment. When you’re interested in doing something, you do it when it’s convenient. When your committed to something, you accept NO EXCUSES; ONLY RESULTS.” Steven Gandadinata

Commitment is what keeps the pursuit going – No matter what. Beliefs set the stage. Actions bring the stage to life. Support and resources assist and sustain the pursuit. Interests motivate and encourage with delights and blessings.

Commitment is the internal force that keeps up the pursuit when Interests are low, Support and resources are scarce, Actions appear to be counterproductive or inactive, Beliefs are attacked, Objectives and desires are questioned, and our Conviction is challenged. Commitment is the innate satisfaction we have in our mind and spirit that propels us to complete the race when things seem bleak.

Commitment is developed with self-introspection, observation, development, and practice.

Commitments are the result of interests. When we recognize the extraordinary level of interests we have in someone or something, we become devoted to them. As our devotion grows, so does our commitment. If you desire to increase your commitment to someone or something, increase your interests by finding more and more interests answered. Increase commitment by increasing interests.

What is the difference between conviction and commitment? Conviction is the ideal; broad and general scope of what you are committed to attain as minimal standards, Objectives and desires.

Commitment is an inner feeling of desire that is strong enough within yourself to withstand all odds

that stand in the way of you reaching your Conviction, Objectives and desires.

Conviction is the mission statement. Commitment is the determination to complete the mission; No matter what. Convictions are maintained and attained through commitment. From our Convictions come our Objectives and desires. However; Beliefs, Actions, Supportive resources, Interests and Commitments are the BASIC elements which will get us closer to achieving what we've set out to achieve.

We are very familiar with commitments. We make commitments. We break commitments. We expect commitments. Commitments encourage us. Many commitments scare us. Other commitments comfort us. We make commitments in our relationships with our spouse, children, employer, church, God, country, health, finances, education and emotional well-being. We make commitments whenever we decide to fulfill our Conviction, Objectives and desires.

Commitments are made not by just speaking or writing that a person is making a commitment. A commitment is made or created by and through sincere Interests in the Conviction, Objectives and desires. Commitments fail and fall apart when interests are no longer strong enough to carry us through the struggles and challenges we face in our pursuit of an endeavor. This is the reason for knowing and managing our interests. If we manage

our interests sufficiently, we will be able to maintain our commitments.

There's a story about commitment that's heard around here in Mississippi and Louisiana. It goes that there was a very prosperous real estate and oil investor who had decided he would allow some of the select and eligible bachelors in the Parish to date his beautiful and wealthy daughter; eventually allowing her and the selected beau to marry. However, Mr. De'vereaux wanted to make sure that the gentleman who dated his daughter not only had the means to take care of his daughter; he also wanted to be assured that the young man would keep up a commitment.

Mr. De'vereaux hosted a big party at his plantation house where he had invited all the eligible bachelors in the Parish to come meet and introduce themselves to his daughter. There must have been 40-50 men there willing to make a commitment to the beautiful and wealthy young Miss De'vereaux. There were stories piling up, and promises to match, of how each man was the most capable of taking care of and able to commit to Miss De'vereaux's well-being.

The crux of the party came when Mr. De'vereaux walked everyone to the back patio of his grandiose southern mansion. There he uncovered his Olympic sized swimming pool. Mr. De'vereaux announced that the first bachelor to swim from one end to the other would have proved his ability to keep his

commitment and ability to fight and survive. Mr. De'vereaux had stocked his swimming pool with starving, agitated and vigilant, South Louisiana, algae sucking, bayou alligators.

There was a moment of silence and much apprehension until there was a splash. A body was paddling the top of the water, missing the gnashing of gator teeth, and leaping out the other end of the swimming pool where he was met by Mr. De'vereaux with a handshake and the beautiful, wealthy, young Miss De'vereaux.

Mr. De'vereaux was astounded to see the nerves of steel, courage and show of commitment of this young man. This skinny, scrawny, wimpy looking boy had just exemplified the Belief, Action, and Interest Mr. De'vereaux was looking for.

“You just don't know a man until he's got gators on his girth,” said Mr. De'vereaux. “Son, you are in a position to acquire my daughter's hand in marriage and eventually my vast amount of wealth. You have shown true commitment. True courage and the willingness to take risks in acquiring what you desire is true commitment”.

The young bachelor, soaked and still shaken from his near death experience, looked at Mr. De'vereaux and his beautiful daughter, with a sigh and a breath. The young man expressed to Mr. De'vereaux, in very eloquent and colorful language that he appreciated Mr. De'vereaux's generous offer.

However, at this time his Conviction, Objective and desire, and primarily his Interest was no longer in the beautiful and wealthy Miss De'vereaux, but rather to find the low down, bayou swamp rat who pushed him into that pool of vigilant gators.

Yes, our commitments change with the Interests, Support, Actions required, and beliefs we hold. Our commitment is as great as our desire and interest. Many times we are faced with difficult times that may not show much promise or immediate delight or pleasure. However, the situation, Conviction, Objective and desire requires us to maintain our commitment in the absence of immediate interests. We strive to be mindful of our Interests and Conviction.

How do we maintain commitment when it's not fun anymore? It is easy to tell someone, "If you can't do what you enjoy, then learn to enjoy what you're doing." However, this can be very, very challenging when you are tired, beat-up, and seemingly at the end of your rope.

The cool thing is you're not at the end of hope. It's times like these when you have to step out with faith in God; faith that God is in control and this will all come together in his plan. You can recall interests realized from the past and the blessings you received in those past pursuits and endeavors. It's from recalling your past interests that you develop an inner satisfaction, faith and commitment to continue on. Its belief that the interests will

return, the tide will turn and that we must hold to and maintain our commitments.

Of the COBASIC Pfive Points, I would say that the point of commitment is the most important of the BASIC five to master. It is also the most difficult. Mastering Commitment requires wisdom as well as fortitude. There may be times when we find that the conviction, objective and desires we hold are no longer in our best interest. We may find that what we thought we wanted was all wrong from the beginning. We may have beliefs which are in err. Or our motives and intentions are not in line with what we know to be beneficial. There may be a time when our Convictions, Objectives and desires are best to be abandoned and aborted.

So, how do we discern the best course of action? Do we continue with hope and faith that, “these things too shall pass?” Do we recognize that the current course is no longer the best course and change our course? I truly believe that when we look at everything we have discussed in regard to our COBASIC points, we will see how things may have changed and evolved to a point where a change of course might be best.

There is a question that lingers in many a person’s life. There are those people who are not sure what they are committed to or why. Think about it for a moment. What are you committed to? What Conviction, Objectives and desires, Beliefs, Actions, Support and resources, and Interests does

your Commitment serve? How are you showing Commitment? Have you seen your Commitments change? Have you seen your Conviction, Objectives and desires change? I can't think of anything on this earth that stays the absolute same forever. Our Commitments will change as do the things we are committed to. Yes, commitments have a tendency to change; as do Beliefs, Actions, Support resources, Interests, Objectives and Convictions.

The interesting point about the COBASIC Pfive Points is we can work the points like an algebra problem. We can practically work the COBASIC; The Pfive Point Process from any point by assessing our life with the points. The point of Commitment would be a good starting point by asking; "what are you committed to"? To know what you're committed to, ask what you spend your resources on. What challenges do you consistently endure? Why? What Beliefs are you living for? What Objectives and desires are you attaining through your Actions? You may find that your Conviction is different than you thought. Now you are at a point where you can change your Commitment and therefore change your Conviction.

As we bring the exploration of COBASIC and the fifth point of Commitment to a close, assess where you are in your life so as to have a better idea of how to get where you want to be using the COBASIC Pfive Points Process.

What is your Conviction?

What are your Objectives?

What Beliefs do you hold about your Conviction and Objectives?

What Actions are required to attain your Objectives and Conviction?

What are the Support resources available to move you towards your Objectives and Conviction?

What are the Interests you look forward to experiencing as you attain your Objectives and Conviction?

Why will you exercise Commitment towards your Objectives and Conviction?

You have invested the Support resources of time and money to acquire new Beliefs which will help direct your Actions and utilization of Support resources. Your Interests will encourage you to maintain your Commitment to attain and grow closer towards reaching the Objectives and desires you have set forth. Your Objectives and desires are goals you have established that support the Conviction you have. You have the tools. It's your choice of whether you use the BASICS or not to attain power over the successes in your life and prosperity in all of your endeavors.

**May your
Conviction and
Objectives be within
the plans of God;
that He will bless
you with wisdom,
understanding,
endurance and
faith.**



Tom Ross Jr. presents *The Pfive Point Process* as a straightforward concept that will inspire you to take a closer look at what you are convicted to and how you are going about attaining it.

The Pfive Point Process is a life coaching model which utilizes a BASIC five point process that identifies and expounds on an individual's or organization's Beliefs, Actions, Supportive resources, Interests and Commitments in order to achieve predefined objectives which will maintain their overall conviction or mission statement.

The Pfive Point Process encourages the reader to take an integrated approach in identifying and utilizing the BASIC five points by looking at elements in the Spiritual, Social, Physical, Intellectual, Financial and Emotional areas of their life.

Individuals and organizations have found that they come closer to meeting their objectives and conviction when they have successfully identified their Beliefs, Actions, Support, Interests, and Commitments needed to succeed in their endeavor by utilizing *The Pfive Point Process*.