



THE PSYCHOLOGICAL HABITS OF HIGHLY SUCCESSFUL PEOPLE

BY RICHARD LLOYD JONES AND LEO LIMA

This short e-book is a transcript from the podcast, Thinking with Somebody Else's Head, created and produced by Canadian broadcaster, Richard Lloyd Jones. This podcast is based on Analytical Trilogy, the truly innovative science emerging from the Keppe & Pacheco Trilogical College in Brazil. This edited program features College professor and psychoanalyst, Leo Lima, who joins Richard for a fascinating discussion about The Psychological Habits of Highly Successful People. The full program can be heard at <https://somebodyelseshead.wordpress.com/2009/05/29/psychological-habits-of-highly-successful-people/>

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The Psychological Habits of Highly Successful People

The literature is full of advice about what you need to do to attain success. You'll hear loads about purpose, forming habits, listening and motivating and focus. So we read the books and watch the videos and pop in the CDs on the commute to work. We do the visioning they recommend, we pay for the coaching.

But we're missing one important understanding.

Today on Thinking with Somebody Else's Head, the Psychological Habits of Highly Successful People.

Psychoanalyst Leo Lima joins me again today to penetrate a little deeper into this area of success.

I don't think this is something we understand well in North America actually. For all our focus and purported reverence for it, I think we just feel, frankly, traumatized by the subject - or at least by the focus on only one aspect of success, that being the financial/fame aspect



of it. We've had decades of Dale Carnegie and Napoleon Hill and the thousands of others with the recipe for success, and if we haven't achieved it within those narrow parameters, don't you think we start to feel a little desperate? Either that or we just check out completely. Looking at it all with an ironic and disparaging gaze, we hoist another martini or hug another tree and congratulate ourselves for living a balanced life far from the craziness of the corporate climb.

But this misses the point, too, because there is something to all this success business. We don't have all this focus on it for no reason.

The problem is we're asking the wrong questions. Instead of worrying about what we need to do to achieve success, what time management system we need to adopt or what habits we need to strengthen, we need to understand a metaphysical point: success is natural to the human being. We are made for this already. It's not something we need to build or reinforce - although there is certainly work and effort and discipline required. The whole thing is much more subtle and profound than that.

We have all we need to operate at maximum capacity already. But we have attitudes - psychopathology in Brazilian psychoanalyst, Norberto Keppe's language - against that maximum capacity.

This is some pretty revolutionary research that's being developed at the International Society of Analytical Trilogies in Brazil where I produce these programs. The content of our podcast actually derives from these pioneering discoveries about the psychological and spiritual state of the human being.

Our psyche, it turns out, has been understood. Its comprehension through Dr. Norberto Keppe's science leads us to far different conclusions than the vast bulk of published material that graces the bookshelves and TV talk shows up to now.



This makes Keppe's work among the most vital knowledge available on the planet today. Keppe divulges all of his wisdom in his over 43 books that contribute significantly to the intellectual treasury of mankind. You can explore those on our bookstore at <http://www.protonpublishinghouse.com/>.

Today, I asked Leo Lima to join me again to continue our discussion about success. So let's dive in again to the Psychological Habits of Highly Successful People.

Leo, I was having a look again at Dr. Keppe's book, *The Origin of Illness*, where he deals very much with envy and censorship and projection. There is a quote in the book from Francois de la Rochefoucauld, the French philosopher: "It takes greater virtue to sustain good than evil fortunes", meaning that it's much more difficult for us to stay in goodness, which has a significant relationship to success. How do you see that?

Leo: True success is something good, not only for the person who has success but also for other people. What does it mean to be successful at something? It means you're doing something in your profession in a masterly way. Why is that good?

Because you're being useful—good for society, good for your clients, and your customers. To be envious is to spoil what's good. So, if you are envious you are not willing to be successful; you spoil your talents, your capacities. You spoil your abilities to do something good because you know, deep inside—even if you don't perceive it very clearly—you know deep inside that it would be good for society. So, if you are envious you won't be successful.

RICHARD: Interesting. So success is not necessarily success for myself. True success would be success in a greater sense—for other people.

LEO: Yes, many people think of success in a selfish way. In other words, they want to be successful to feed their megalomania, their ego, to feel important, to abuse even the privileges they'll have by being successful. So many times people seek success by putting themselves in the center of attention, in the center of the world. In this sense, success is not good for the person. For one thing, it won't last long, and for another, even if it lasts longer the person is not fulfilled—he doesn't feel good inside and as soon as he finishes, he's not successful anymore, not the center of attention any more.

There are many examples of famous artists who were very successful; Greta Garbo, for one, the famous Swedish film artist. She was very successful but at the end of her life she didn't want to face that she was not the center of attention anymore.

RICHARD: And when a person like that falls outside of the limelight it's like a big crash, right? The person can't recover from that.



LEO: Because their ego is not being filled anymore.

RICHARD: As you were speaking, I realized that it's impossible to be successful on your own because success implies success in a society, right? You have to do something for somebody else, sooner or later—providing a service to my customer or recording a new CD or painting something. To be successful in society, implies that we have to do things for other people, right?

LEO: Exactly, so you'll always be serving someone—being useful, doing something that is demanded, that is wished for.

RICHARD: Right, and the moment you step out of that, and start to do things only for yourself, your popularity goes down.

LEO: Exactly, because when people are self-centered, they lose this contact with reality, with society, with people, with what people want and need. And then their success will diminish.

I am remembering that famous dancer also, Nijinsky, he was a genius – perhaps the best dancer ever, right? And what happened to him?

Very early he was extremely successful but he was extremely self- centered.

In the end he was in a psychiatric hospital where he died because he couldn't leave his ego behind to do something for society, for other people, for his art. He was thinking more about himself. The end was tragic.

RICHARD: And this happens to a lot of great artists, for instance in the operatic world, where the prima donna is more involved in themselves than in what they're doing. For instance, the great Swedish tenor, Jussi Bjorling at the beginning of his career would heal hospitalized people with his voice.



He had an extraordinary talent but later in life when he got more difficult and more complicated he started to lose his popularity, his talent, even.

LEO: So that's where envy comes in, isn't it? Talent is there in everybody. If we don't develop our talents to the fullest extent it's because of our envy. This is difficult to face but it's our responsibility to see this. Without realizing, we spoil many opportunities, we don't make enough effort. So, when these artists, or anyone of us, are envious we spoil our talents because we don't want to be good, to be useful to society — to serve and be happy. In return we will not be successful, will not develop, will spoil their talents.

RICHARD: Another example is a student in our school who is a talented guitar player and singer but refuses to play for people. He feels shy or nervous — he doesn't want to expose himself to criticism, whatever. In the classroom he has no problem criticizing, no problem disagreeing with others, but he has great difficulties to do something good, to uplift people, to make people happy. This would be the envy that you are talking about.

LEO: Right, he's spoiling his opportunities to grow, to learn more.

RICHARD: And then behind this is our envy. We say that the person has a fear of success but it's much deeper than that, isn't it?

LEO: Much deeper. Of course, one may be a little afraid. We all feel guilty at times because we know we should be expressing our goodness 100% of the time. We sometimes don't reach the 100%.

RICHARD: Most of the time — you're being very diplomatic today.

LEO: So, we have faults. We know we are not doing what we should do. Everybody knows it. So, guilty feelings are something to which that we should pay attention. Usually people think we should brush them off. That's a mistake; we should feel our guilt, see what we are doing wrong and try to change, as

much as we can, try to correct ourselves. When we repress the awareness of our guilty feelings, then we will also avoid success — a person will be afraid. Because deep inside one knows that if you're successful you'll have the responsibility to give something, and in the end...

RICHARD: You have to continue to produce, to continue to please.

LEO: Yes, that's the bottom line, I think.

RICHARD: This is so fascinating because the idea that you are introducing here is 'I have a fear of success' but what's really underneath it, is 'I don't want to take responsibility for the talent that I have, for the ability that I have to help other people, this I don't want responsibility for.'

LEO: Yes, because we are not the ones who have created our talents, right? We've been given our talents. If you spoil your talents, indirectly you're saying 'look, someone else gave me my talents, like the Creator or nature'. If you spoil them you're being ungrateful to whoever gave you your talents.



RICHARD: Yes, you gave me these talents, now watch me destroy them! I was listening to an interview maybe a couple of months ago with a Canadian musician named Neil Young. Neil Young has been around since the late '60s and he's still recording, still producing vital music, still writing. And he said something very interesting in the interview. He said that he considers his musical ability a gift "and when that gift calls me I drop whatever I'm doing to follow the gift. So, if I'm having dinner with my friends", he says, "and I feel this urge to compose, I leave the dinner — I make an excuse and I say I'm sorry I have to go. I may be gone for an hour, I may be gone for two days but I honour the gift that I have." This seems to me to be very humble, doesn't it?

LEO: Exactly. Also Rich, I was thinking that people sometimes think that success is possible for just a few — an artist, a prominent person or personality — but no, being successful is for everyone. You don't need to be a star to be successful — you can be in your work and be successful — doing something good, being recognized and being fulfilled in that. So each one of us has been born for success — we could say no one is born to fail. We fail because of envy, because of our arrogance, megalomania, etc., but the truth is everyone is born to contribute. We are a society and nobody lives alone. Society needs your talent, needs your gift. So, everyone is born to contribute success. Success is not something rare. It's rare at the moment, but it shouldn't be. Everyone should be successful, I mean useful, you don't need to be a big star. This is our role in society.

RICHARD: And you can do it well. We all have stories of that. If I ask my students about people they admire in their family they refer to very humble, simple people. These are the people they admire. Many people would say, you know I just love to be around that person, not because they're famous in any sense. They could be famous, but they are often not. They are humble people who do their work, contribute to their family, their community in a beautiful way.

LEO: And that's success.

RICHARD: They have a lot of love and a lot of appreciation. One of the things that comes up a lot, Leo, in our conversations, in our various tele-classes and sometimes in the responses to our podcasts is the idea that 'I don't deserve success.' People have this attitude against their development because they have this feeling that they don't deserve it. How would you address this?

LEO: If the person is honest with himself, he'd see that this is an excuse because everyone knows development is necessary to their success and to reaching their goals. So, when people say they don't deserve success they are using that as a reason for not developing their ability to help other people, to contribute to society, to the group they live in, etc. It's a mask; they are hiding their potential success behind that excuse I think.

RICHARD: The question about the fear of failure was mentioned in our last podcast and you said that it's connected to arrogance, that we don't want to see our mistakes, we don't want to acknowledge any problem. This is a more complex definition of arrogance than we're used to hearing.

LEO: Yes, because in living and working, one always has to recognize problems in oneself; things that you're not doing very well — you have to correct yourself, etc., and this demands some humbleness, doesn't it? A minimum of humbleness. The point is to conscientize, to be aware of your arrogance. You can control it.

If you're not aware of your arrogance it dominates you and then you'll not be able to face any problem, any little fault in yourself. This takes action and the more willing you are to recognize your faults, the more you'll see. This is important for people to face, in order to develop their talents.

I've an example of a client who believed she was very afraid of seeing her mistakes. That was what she thought. But deep inside there was arrogance. She was afraid at work of participating in teleconferences where she had to speak English, and she's not a native English speaker, however when she went to her English classes she criticized other students who didn't speak very well. She was so arrogant that she couldn't see any mistakes in herself. How could she develop as a person if she was not open to recognize her mistakes?

RICHARD: Yes, tolerance is important. I was teaching a theatre class and I noticed that a particular student was one of the last ones to memorize her lines. We were preparing for a final presentation at the end of the three month program. The longer you go into it without memorizing your lines the more stress you're going to feel, the more tension. So this particular student was under a lot of pressure because she just couldn't, or wouldn't, memorize her part.

LEO: Yes, because people want to be perfect, right? But the point is they won't even come near to perfection with this unrecognized arrogance.

RICHARD: Yes, in this case, the longer you take to prepare for something, the worse your performance is going to be. She had enormous self-sabotage without perceiving it. And it translated into fear. Well, her fear was justified because she knew she was sabotaging herself. But the fear was not the fear of success, or the fear of failure; it was the fear of her own attitude, her attitude against her own development.

LEO: Yes, we cause our problems. There was a Greek philosopher called Tatian in the 2nd century – he said that evil is the denial of good. So, what does that mean basically? That in nature, there is no problem — in nature there is nothing wrong. Everything has its purpose, its end. You see the ecosystem; it's completely organized...

RICHARD: Harmonious



LEO: Harmonious, one thing needs the other. That's why when scientists experiment with genetics, for instance, and alter the chain, an imbalance occurs in the original harmony. And not only in our ecology, in our body, in our mind; everything has a connective purpose.

So any problem, a fault — it's caused by us. It's not an external factor. We have to face our responsibility. In this sense we have full responsibility for our lives. Many don't want to face this — it's much easier to feel a victim of external factors, right? So it's not just fear — we are deliberately spoiling our success.

RICHARD: Yes, fear is a very superficial thing; there's something beneath that which we don't like to see and can be difficult for us to see. We don't have much contact with our psychological life evident in our very exteriorized culture these days. We usually always see the problem as outside us.

Dr. Keppe is deliberately trying to return us to the psychological internal life because that's where we can affect the greatest good in our lives. The source of our problems is inside us and also the source of our goodness — the beauty, the success, the genius is all inside us. It doesn't come from an outside factor. There's great hope, isn't there?

LEO: Yes, so we could say that we should always be successful. If we are not we are doing something to spoil it.

RICHARD: We are heirs to the greatest riches and magnificence that exists, is how Keppe puts it. Our problem is that we rarely accept this. Perhaps now we can begin to reverse that, individually and as a society. Let me know what you think. I'm Richard Lloyd Jones, talk to you next time on Thinking with Somebody Else's Head.