I eXceL
WIRED FOR SUCCESS
Personal Excellence Blueprint
1 Chapter glimpse from my upcoming book
DAVID NAIR

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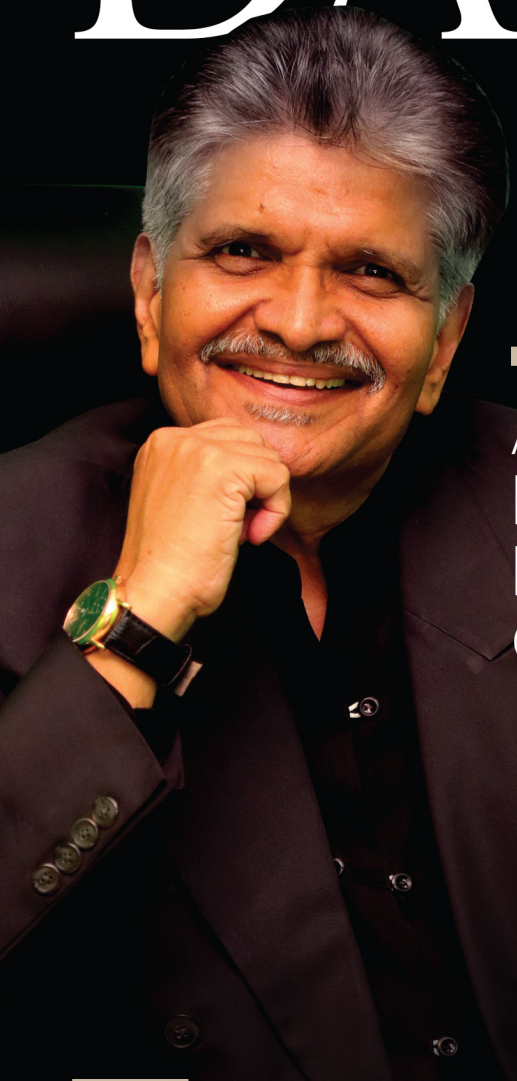

AUTHOR, ENTREPRENEUR, PHILANTHROPIST, COACH & MENTOR

Mentor to corporate India Leadership, an NLP Master Practitioner, Founder of IXL Incorporated.

MASTER AT METAPHORS

TRANSFORMED OVER 200,000 PEOPLE ALL OVER WORLD

Why I wrote this book

The journey from a practicing CPA, a VP of the third largest Oil & Gas Company, to an author, key-note International Speaker, Personal Excellence Peak Performance Coach/Mentor and Philanthropist has been interesting, especially when we work with the development of people.

I have had the privilege of working with a wide spectrum of people ranging from business entrepreneurs to corporate professions, from varying industries and career levels. The Coaching, Mentoring & Training conducted, ranged from new University / College recruits to middle management, senior management, country heads and CEO's of organisations.

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A balanced Holistic Life:

Over the last 20 years, I have impacted thousands of supervisors, managers, VP's and a handful of CEOs and 200,000+ of their team members, associates and friends, entrepreneurs and business proprietors with my coaching and training. One primary learning which I received out of working in the trenches was that many people are exceptional good in their own domain of expertise, Information Technology, Banking, Accounting, Sales, Hospitality, Service driven etc. But when it comes to living a holistic balanced life, questions are raised. I ask: Why is a balanced life not achievable? What is stopping that achievement? What is the problem for a holistic life to seem impossible to achieve? How do we achieve it? Where do we need to go to be aware of it? Etc, etc, etc. Fret not, a few of these questions will be answered during the course of your journey through this book. Other revelations will be unfolded at our workshops.

What I have shared and expressed in this book is not theory, or one person's experience, they are real-life patterns, tools and exercises used daily by many within my tribe who have found a balanced holistic life. They are testimony of how these practices have altered their states and life. This Modus Operandi for Life Excellence is the blueprint for excellence that I refer to as I-eXceL – Wired For Success.

The live heartbeat for the blueprint to excellence will be found at the detailed three-day residential workshop, held at a location near you. Do lock up with us through our social media sites, to know the details of the events. The links to the sites will be found in the last chapter of this book.

The 3 E's to our Education:

Our main frame of knowledge within us, acquired over the years, comes from numerous sources, which could be grouped into three primary categories - Education, Experience and Exposure, which we at IXL Inc, (the company I set up for such development work) commonly refer to as the 3E's of life education. Our whole of life education could be summed up as originating from these three sources.

To ensure that you acquire the most out of this book, we have created a segment called "My 10 Minutes". As you read through this book, please do the exercises, and see how you build yourself. The mastery of these specific skillset will provide the excellence blueprint that most of us strive for and many are unable to achieve it even when they retire. This is done for you to continuously reflect upon, introspect, and scale up your daily self- practices. This consistent practice over time will shift you towards being that person you genuinely want to be.

Please ensure you do every exercise no matter how simple some of them might be. You will just need to do it to sequentially to go through the process to Build You.

I recommend that you get a notebook – a journal where you can jot down points, as you wade through the various sections. Wherever you find some sections which you are very good at or mastered, highlight those as empowering practices which you have in you, anchor on these practices. Whenever you are on a downer, reach out of that segment and image that segment several times in your mind. You will be surprised how uplifting and empowering this can be for you, especially when you feel everything else is not going your way.

On the other hand, whenever you find some part where it niggles you to do something about it, or you are frustrated about that segment of life or something that you are constantly angry about in your life: what would you have wanted to do about it? You would have wanted to change that behaviour but would have never been able to find the time resource or inclination to do it. During such instances, jot down the points. Do a self-evaluation. What are the circumstances which have caused you to do certain things, say certain things, behave in a certain manner, the endless disempowering feelings, actions, thoughts resulting in the outcomes which you never envisioned to be in?

How would you like to change? What if you were able to find the solution and change? What would be your life like? Imagine that and focus on that area which you want to transform for now. Write it down.

“My 10 Minute” reflection on 3 E’s

Stop for a moment and reflect on the three Es, spend some time by yourself and do what I commonly refer to as a dip stick check. For each of the three categories, Education, Exposure and Experience, measure on a scale of 1 to 10, from where did you acquire your current knowledge? This is important because we need to know our current position for any transformation to take place. Only from that knowledge will we know how to kick start it , be it for a sprint or a marathon. It is similar to the starting block that athletes use for their races to kick start. Our race of life is the same.

As an example, we would wade through the following questions. How much of your current knowledge comes from mainstream education? - Primary school, secondary school, tertiary school, college or university. How much of the current knowledge comes from experience - particularly the experience of others? This opens the domain of seeking a mentor or a coach for yourself or being one to others – a role model. How much of it comes from exposure? Have the interactions with others from the same community, work area, within one culture and across cultures sensitized you?

Please understand this is a self-assessment exercise. Be realistic in your own assessment. Be hard on yourself by being brutally honest. You are not competing or outsmarting anyone else. You just want to know your current position. Where are you in life now? Start questioning yourself why you have not pursued knowledge from the other areas. Would it have helped you to acquire a better understanding of balancing life? If so, why have you not commenced to pursue that?

This is equivalent to opening a pandora's box on self-introspection. Generally in many cases, decision is being made with limited information, from a lack of the 3E's. It is similar to selecting a dish from the array of dishes served on the buffet lunch table. Similarly, individuals lack the appreciation of focusing on career or business, there is an untapped part to a life out there. A segment of life which needs to be ploughed, seeded, nurtured, fertilized for the harvest of life to yield the return that you truly deserve. Many are unaware of what this really is....

The ROI of your Life

For some of us who are data driven, analytical and who need a reason to move up, let me slice this cake in such a way that you appreciate this idea better. Many are unaware of the quadrants that make up their life. Many are unaware of the rate of return that they will need to work, to acquire

maximum return on their investment – THEMSELVES! Many do not see or have spent time reflecting on their rate of return of the investment their parents had put on them. Their parents paid for their education in spite of huge hardships to give their best to their kids. What is their return on investment? A monthly salary pay check, or is it more? If it was a monthly salary pay check, then they are still mentally tuned in to earning as what the banks would put it, a simple interest rate. Why have they not progressed to look at earning a compound interest on their initial investment, where the returns are many folds higher?

Hence this triggered me to look at what is compound interest for people development. Simply put, it's everything inclusive of mainstream education... For ease I have reverted to a basic mathematical formula that goes as follows:

ROI = IQ + EQ + FQ + SQ +SQ

Many would cry out, "What do all these
mean?" to me and to my life. Let me walk you through the base for you to understand the meaning of these components and later work on its transformation based on your self-assessment.

ROI – Rate of Investment in you, your main stream education that you have gone through, to get you to where you are today, coupled with your continuous education that you will be going through to the day you die.

IQ – Intelligence Quotient: Your mainstream education on your domain expertise, until now and the continuous education which you are putting into yourself to be equipped with that cutting edge of the industry in which you are working in.

EQ – Emotional Quotient: Where are you on your emotional understanding of Self, and the people around you - Interpersonal Skills and your Intrapersonal Skills? How good are you in interacting with people and how good are you with understanding, controlling and centering yourself?

FQ – Financial Quotient: Your financial understand of your financial wealth acquisition, your efforts to maximize inflows in various avenues and reduce outflows through expenditure. This is not just to live a hand to mouth existence, the appreciation and understand of leaving behind a nest egg.

SQ – Social Quotient: This is basically the circle of people around you who range from family, friends, acquaintances, colleagues at work to the outer circle of strangers and to constantly build that network. How well is this established within your circle of influence?

SQ – Spiritual Quotient: This is basically your alignment with the universe in ensuring your core values are in sync - understanding your values, people around you and the

community, and the people you interact with the most. Are they in sync with your ideals, your beliefs and your philosophy to life?

“My 10 Minute” on My ROI:

Due to time and space constraint in this book I would sincerely urge you to lock into our workshops for a more detailed appreciation of the above equation ROI = IQ+EQ+FQ+SQ+SQ. For now, I would sincerely urge you to do the exercise of ranking yourself on a scale of 1 to 10 for each of the elements from IQ through to SQ to see where your ROI would stand. Sum up the scores you have put for each of the elements and see where you stand out of 50.

Keep that score as your entry benchmark and look at how you will progress thereafter. As a self-assessment, do this exercise every quarter and see the progress forward.

Many of us do not realize the potential that resides within us. If we can only recognise that power and tap into that potential of our bodies and minds, we will not hesitate to work towards unleashing that inner power.

The MIND / BODY POWER within US

Our heart beats 100,000 times a day without conscious influence?
Our heart pumps 6000 quarts of blood, through our network of blood vessels?
Our network of blood vessel when put end to end will stretch over 60000 miles?
Our eyes can make over 10 million colour distinctions?
Our combined muscle power when pulled in one direction has 25 tons of pulling power?
All of this and a lot more is run by a 3 - pound matter which we call our brain?

Are you able to fathom the storage capacity of this computer, within you ? When you add to this the operations of the conscious and sub conscious minds, it's one of the most powerful power houses available on this planet. Very few of us ever stop still, to do a barometer check on our selves.

We as human beings do not realize how magnificent this temple of ours is and how should we treat it every moment of the day. Nurturing it just by brushing our teeth and having a bath, and whitewashing of our exterior selves with cleanser, toner, moisturiser, make up and deodorant would not suffice. Instead what do we do to ourselves regularly, to be in tune with ourselves, so that we are equipped with a cutting edge of ourselves, to maximize the peak performance

in every moment of our lives. Many do not really know or understand the real make up of our mind, body and spirit. If only we know, we can learn stretch, understand and nurture it for our better performance.

In summary, I have identified only a few areas why and how we need to work on ourselves to be that person at the cutting edge in performance.
Our workshop, I-eXceL - XI Wired For Success is conducted in cities near you, will enable you to walk through these elements in greater detail and many other patterns for change described in this book. Do visit our website, landing pages, and attend our one-day free preview for more information on this subject. You will receive a better understanding of what some of the patterns for change are, and how it can help you recognize the magnificence of your body, mind, and spirit (BMS). We will help guide you, how best to care and nurture your BMS for the best outcome. Our focus will be on specific rituals / pattern shifts, when is the best to do it to extract the most for the benefit of the BMS, thereby unfolding your true potential.

How to use this book effectively

You would have by now guessed this book is a companion to you for the next 90 days. Use it as a workbook where you are going to put your heart and soul doing the My 10 minute" exercises and practice those exercises regularly for SELF MASTERY.

Friends as you journey through this book you will note that we have addressed further change patterns, rituals, list of empowering and disempowering situations that you could work towards for a more comfortable, pleasing, productive and significant life. All it takes is small 10-minute practices by working through “My 10 Minute” exercises. This is scattered through this book as salient points for you to work through and get a better understanding of the concept so that you could master the practice and see a better you. The ultimate intent is to learn to use these hidden powers of BMS to the maximum and unleash the magic within each of you, such that you could reflect on your life to see the journey and be proud of the trail blazer of a life you have left behind. A legacy “Your life of Significance”.

Enjoy this journey with Us

For any Transformation or Breakthrough to happen, YOU must Change.

For Change to happen YOU need to raise your standards.... It starts with YOU turning your should ‘s to Must’s

How many times have you told yourself what you should do...?

I should lose weight.

I should be more confident.

I should earn more money.

I should have a better relationship.

I should, I should, I should....

People have an endless list of things they believe they should do or follow through. These carry the same weight as a New Year's Resolution. You set your resolutions prior to midnight on the 31st of December. By 3 am the tsunami had come and washed away that wish...

Read through the book, making sure you do every exercise that is found in the relevant sections of the book. Practice for 90 Days, the change patterns, discussed in the book. At the end of the 90 days check the New YOU. And see where you are.... That transformation of your lives is my commitment to each one of you who bought this book.

Your Friend, Guide, Coach, Mentor and Role Model

- davidnair

This is a Self-Help book. Its primary thrust is to create an awareness that Personal Success is only possible when the individual is wired for Success. What do we mean by that? The person needs to be in congruent with the universe. Working hard is not the prime answer to success. It is through internalizing Personal Excellence, (PE) and being in sync with the universe, allowing for the outcomes to be manifested.

In this book, we walk the reader through the process of explaining that they need to accept the fact that they will have to change. They will have to raise their standard and that they will be functioning at a Peak State. Its only when this shift happens will transformation and breakthroughs materialize, thereby manifesting their outcomes. This is achieved only when they have a mindset shift. I extend it to include a heart set and soul set shift. To scale their mindset up, we expose them to various rituals and pattern shifts. and definitive habit changes.

The above will not happen if this book is treated a leisure reading novel. At the start of the book we make mention this book is like a companion to them for the next 90 days. They are to read it as a Self Help book with work exercise and practices that they go through for Self Mastery. The ultimate intent is to learn how to use this hidden power of their Body, Mind and Soul (BMS)

properly and unleash the magic within each of them, such that they could reflect on their life to see the journey and be proud of the trail blazer of a life they have left behind.

A legacy "Your life of Significance".

Author || Keynote International Speaker || Personal Excellence Coach & Mentor|| Business Strategist || Entrepreneur|| Philanthropist

David Nair comes with over two decades of Coaching & Mentoring experience, impacting the life's of more than 200 K+ people, across ten countries. In India, David has coached and mentored CEO's, Tier 1, 2 and 3 senior management in 50 of the top Multinational Fortune 500 companies.

Some of the corporate houses that David has and is working with in India are Vodafone, Tata Digital Health, KLA Tencor, Renault Nissan, Metropolis Lister, Athena, EBay Royal Bank of Scotland, Service Now, and many others.

David is the author of two forthcoming books: I eXceL - Wired for Success (Blueprint for Excellence) and Your Why (If Your Dream is Big Enough, the Facts don't Count.)

David's Definite Major Purpose (DMP), within the next 3 years, is to help create a Mindset shift, Heart-set shift and a Soul-set shift, in 1 million people, and their next generation by improving their Lifestyle, thereby leaving behind a legacy for others to follow.

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