

**HOW
TO GET
WHAT YOU
REALLY
REALLY
WANT**

**Greek
Philosophy
Meets The Law
of Attraction**

Dr. Alkistis Agio

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I would like to express my deepest

Gratitude & Appreciation

To Dimitris, my husband, and my sister Matina,
for their practical assistance and inspiration
on every step of this exciting ‘Odyssey’.

To my parents,
Nicholas Agiorgiti & Kalliroe Piperigou,
who gave me the gift of Life & Love.

October 2021

NOTE: For those of you you have read my previous book, ‘From Fear to Freedom’ The 3 Golden Principles of Greek Philosophy for Calm, Confident, Self-Leadership, where I first introduced The Alkistis Method©, you may be surprised or bewildered by this ‘2.0 version’, which integrates quantum cosmology. I feel I owe an explanation to you:

I am the type of person who is constantly evolving my ideas and exploring new aspects of myself and my method to bring you the very best, cutting-edge knowledge and resources.. I don’t mean to alienate you, I just have to be true to myself, so even though I may lose some of you along our journey, I trust that most of my audience will stay with me, and new people will join us. Thank you for putting your trust in me.

I appreciate your loyalty and faith. I have your best interests at heart. My mission is to empower you to evolve and grow, and to help you get what you really, really want in life.

It’s what we all really, really want...Happiness.

Sincerely, Alkistis

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‘There is nothing impossible to those who will try.’

- Alexander The Great

INTRODUCTION

My Big Fat Greek Eat Pray Love Odyssey (Part 1)

What would you do in your life right now, if you knew you couldn't fail? I believe that every person can attract anything that they really, really want. In a moment, *I will reveal to you a powerful method for achieving this with only three simple steps.* But first, I would like to share a summary of *my* story with you. I call it, “*My Big Fat Greek Eat Pray Love Odyssey or How I got what I really, really wanted*” !

I was born on May 22, 1968 in Athens, Greece during an oppressive military dictatorship... When I was only eight months old, my family escaped to Montreal, Canada as political refugees to avoid persecution and torture. My whole life, has been affected by this dramatic beginning, and it wasn't until *much* later that I was able to process, appreciate, and even *laugh* about it the way that Nia Vardalos portrays in her film, “*My Big Fat Greek Wedding*” or Elizabeth Gilbert portrays in “*Eat Pray Love*”. I'll try to be mercifully brief, as I summarize my ten-year ‘Odyssey’...

After sixteen relatively quiet years in a typical middle-class North American suburb, my family moves *back* to Greece, where I attend an international high school in Athens. On a school trip to Delphi, I have a transcendental experience, that convinces me that I want to study psychology and philosophy. (During this time, I also fall madly in love with a young man named Dimitris, who's into fishing.)

Fast-forward to when I'm in my early twenties. I've returned from studying the Chartered Institute of Bankers of London and I'm working at an international bank in Athens in the corporate finance department.

On the outside, I seem to have it all: an executive position, a great salary, designer clothes, hanging out with a cosmopolitan group of friends on the weekends.

On the inside however, I feel frustrated and anxious about my career path. Why? Because although I love psychology, I'm stuck in a career in banking, mainly to please my father.

Whenever I express my desire to leave my bank job, my father lectures me about the necessity of a safe job and good pay. He keeps saying '*My dear daughter, life is so harsh, full of unforeseeable challenges, when I was fifteen, the Nazis burned our village and I joined the resistance, later we had civil war in Greece, and then came the dictatorship, we had to flee*'.

My desperation to make my father proud is short-lived though. I feel trapped in a 'golden cage'. I become more and more frustrated and depressed. At work, I can't focus, and an itchy rash begins growing all over my body.

One day, I'm called to the bank headquarters to do an important presentation in front of the board of directors. I'm *petrified*, I feel like an imposter as I'm not prepared at all. The presentation doesn't go well. I feel so *humiliated* as I muddle through the presentation in front of this group of old men. At the end of the day, I face my deepest fears and hand in my resignation.

Did things get better after that? Of course not. They get *much worse*; I have a dramatic argument with my father, who is so angry and disappointed, that he throws me out of our family home. As I'm shaking on the staircase, as he calls after me, *I Tan I Epi Tas*. This ancient Spartan motto translates into, 'Return with your shield or on it!' Essentially, '*Do or die*.'

Without a plan, I pack a bag, and fly to Istanbul. I travel eastwards into Turkey with a knapsack all the way to Mt. Nemrut and Ararat, near the border with Syria and Iraq. There, I meet a group of Italians who are headed to Rome and impulsively, I tag along with them.

In Rome, my money runs out. I find work in various low-paying jobs like waitressing, living in constant *anxiety* about money and my future; my rash gets worse. I begin taking antidepressants, that leave me feeling numb. I've hit rock-bottom. Although I'm not in a good place, I feel like this is the best place to be right now- *anything but the bank*.

Then one day, a very interesting thing happens. On the bus, I start talking with a woman who's working at a top, international leadership training firm... We talk. In tears, I share with her my story and she tells me that she's leaving her job to get married in Canada, and she's looking for a replacement who is a native English speaker with some experience in the corporate world. If she doesn't find a good replacement by tomorrow, the deadline, she will be penalized two months salary for breaking her contract. She tells me that *I'm the person she has been looking for*. She offers me her job on the spot and I accept. What a stroke of luck!

My whole reality changes. I'm given a training manual and as I start training managers in '*Communications Skills and Psychology for Managers*', in English. It's the best job I've ever had and the feedback from the seminar participants is very positive. I'm getting paid a great salary, for doing what I really love and I even get a chauffeur to drive me in a Mercedes to various training facilities in northern Italy. I get to stay at beautiful hotels in Venice, Tuscany and Lake Como. Even my rash has disappeared

I have *finally* found a job that I *really, really* love...

And *guess what?* After *another* ten years, and *many more* adventures, I finally attracted the soul-mate of my dreams... but before I share *that* story with you (at the end of this book), I want to turn back to *you* and *your story*... *because I wouldn't recommend that you to follow my example*...

Why? Because it's *a great example of what you should never do*.

I was *lucky*. Making dramatic changes in your life *without having a clue* as to where you are headed and what you want, and without any proper tools to help you along the way, is foolish, ineffective and can even be downright *dangerous*.

It's like getting in your car without a GPS and then just driving off—a cliff, usually...

But, what if I told you that there *is* a type of GPS that can help you navigate from where you're feeling stuck and frustrated in your life, to a place of *happiness and freedom*?

The GPS That Gets You To What You Really, Really Want

Even though it may sound a bit strange to you, I have to confess something first: I didn't think of this GPS by myself: *It came to me in a dream*... This dream has kept coming back to me. (Who knows, maybe the 'Wonder Woman' TV series of the 70's that affected me, or maybe it was those Greek myths my parents kept reading to me when I was a child... We'll never know.)

In the dream, I was on an island of Amazons, and the goddess Athena offered me what seemed to me like a golden compass or GPS. "*It's purpose*", she said, "*...is to help you navigate on your Odyssey*..."

Over the years, this dream revealed more and more. It revealed how the compass is based on the *three golden principles of Greek philosophy, Ethos, Pathos and Logos*.... What do these mean? How can they help you on your life's Odyssey? What is the magic three-step method? I will explain everything to you, here and now. It's so simple and easy to apply, that you'll be able to start applying it *right away*, transforming yourself and your life in the process... There will be a very distinct 'before' and 'after' the process. That's why so many who have tried it, refer to it as '*amazing*'.

However, there's only one condition for it to work for you: You have to *really, really* want something in your life. And you have to make a **decision** towards it.

Can you name 1 thing that you *really, really* want ?

(It doesn't matter what it is. It could be anything from, “ *I really, really want to learn to manage my anger...* ” to “*I really, really want to attract a million dollars...*”) As long as it's a compelling goal or outcome that you want, put it on the list.

If you thought of something, that's good. (Don't panic if you don't. Just skip this part for now, to get the overview of the *process*.)

WHY do you really, really want this thing? (They say ‘If your WHY doesn't make you cry, you don't want it badly enough.’)

*** *Make a **decision** that you're going to have it.* ***

Now you may notice fears and doubts, creeping in...Here's where you take out your GPS to navigate through these!

Your Life's GPS: The Rapid Transformation Protocol©

The best way to introduce *this compass or GPS*, is through a Greek legend...

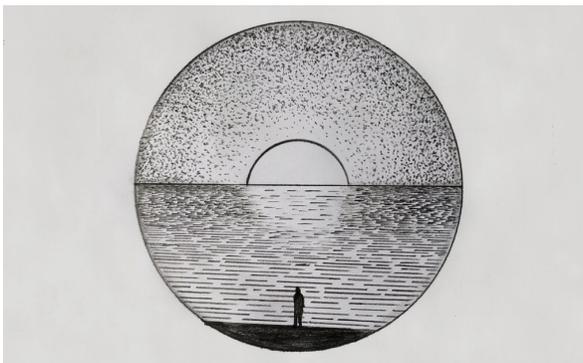


Image: Pencil drawing by Alkistis Agio

It was a warm summer's evening in ancient Athens. The smell of jasmine was in the air...

Socrates was taking a stroll by the shimmering sea near Athens, when an acquaintance ran up to him excitedly and said, 'Socrates, do you know what I just heard about one of your students?'

'Wait a moment,' Socrates replied. 'Before you tell me, I'd like you to pass a little test. It's called the Test of Three.'

'Test of Three?'

'Yes,' Socrates continued. 'Before you talk to me about my student, let's take a moment to test what you're going to say. The first test is **Truth**. Have you made absolutely sure that what you are about to tell me is true?'

'No,' the man replied. 'Actually I just heard about it.'

'All right,' says Socrates. 'So you don't really know if it's true. Now let's try the second test, the test of **Kindness**. Is what you are about to tell me about my student something good?'

'No, on the contrary...' said the man, a little embarrassed.

Socrates continued, 'You may still pass though because there is a third test—the test of **Usefulness**. Is what you want to tell me about my student going to be useful to me?'

'No, not really...'

'Well,' concluded Socrates, 'If what you want to tell me is neither true nor kind nor even useful, then why tell it to me at all?'

As the story reveals, there are three filters we can apply to process our thoughts and beliefs through before allowing them to dwell in our minds and cause any drama or any decline in our energy level:

1. **Is it True?**

Represents **Ethos**, a Greek principle associated with integrity, credibility, accuracy and truth.

2. **Is it Kind?**

Represents **Pathos**, a Greek principle associated with feelings, emotions, compassion, and empathy.

3. **Is it Useful?**

Represents **Logos**, a Greek principle associated with reason, practicality, applicability, utility, facts and strategy.

The three principles of *Ethos*, *Pathos* and *Logos* function together like a GPS, an inner compass, to help you navigate your way past any fear, anxiety and any other inner obstacles, towards what you really, really want.



It is a ‘tool’ that I wish I had had when I started out on my own chaotic, desperate and dangerous journey. Interestingly enough, it also looks like the ‘shield’ my father told me to return with :)



Image (CC) Goddess Athena with shield.

Now try *'The Rapid Transformation Protocol'* for yourself.

Instructions: Think of that thing that you really, really want i.e. the outcome you desire, a compelling goal...Just imagine it for a few moments...What will you see, hear, touch, taste? How will it make you feel? Feel that positive vibration!

Now, as you are in that positive vibration, you may notice some *resistance* to this positive vibration...A heavy or tight vibration of fear or doubt...Try to catch the *inner narrative* or *story* that is part of you... For example, *"That's impossible!"* or *"That's too difficult!"*...

If the frustrating or frightening narrative is something you are envisioning about your future, visit and experience that 'bad' event. For example, when I was stuck in my unfulfilling job at the bank.

The inner narrative that most worried, stressed and frustrated me was:

'I'll leave my job but my father will be so disappointed in me. I'll lose his love and admiration. He won't ever forgive me.'

What is the deep-mistaken-limiting-belief that lies at the heart of that inner narrative?

'I'm not worthy.'

Now it's *your* turn. In one or two sentences, write down the most frustrating, angering or frightening inner narrative that comes to your mind. It will likely be a belief you presently hold about yourself, another person or a situation. It may help to think about your biggest complaint in life.

Try not to analyze it. State it simply. Start your sentence like this:



'Deep down inside, I'm afraid that.....'
(Fill in the blank.)

And what does that imply about you?



‘On a deeper level, it implies that

’

Fill in your deep-mistaken-limiting-core-belief in the blank.

Now to process this phrase that you just wrote :

1. Is it 100% true?

‘Interrogate’ the belief:

- Am I perhaps *dramatizing* the situation and overblowing its importance?
- Am I perhaps *generalizing* and assuming things that are not 100% true?
- Am I perhaps *over-personalizing*, taking offense too easily or even blaming myself for matters that are not related to me?

Now ask yourself again, is my thought or belief 100% true?

NO YES

Making a general statement that something is true, can be misleading, especially if it is only true *some* of the time. We often give perceived truths a greater ‘power’ (or ‘percentage’) than they are due. Sometimes, all it takes is a small amount of doubt in the belief to completely discredit and deconstruct it. So, *if* your answer is ‘Yes’ (and don;t worry if it is), try to work out to what *degree* this belief is true. You may discover it is a lot less ‘true’ than you thought!. If you consider it to be true, to what degree is it true?

- It’s only 10%-20% true
- It’s only 21- 30% true

How do you feel when you think that **deep mistaken limiting belief**?

2. Is it kind?

Is that narrative kind towards *you*? Are you putting yourself down, being too critical? Self-reflection is good, but very often we judge ourselves too harshly. We're all human and we all make mistakes; the point is to learn from them, not to let them drain our energy and confidence. (You may find that you can trace back this harsh criticism or to the way you were disciplined when you were a child).

Also, is it kind towards the *other* people involved? How does the situation look from their perspective? Nobody's perfect. Have you judged them correctly? Remember that the goal of doing this transformation is to protect *your happiness*. The kindness serves *you*, by ridding *you* of poisonous, toxic thoughts. This may be an opportunity to forgive someone.



Write your thoughts down.

This diagram may assist you in this process by showing how perspective affects our view of truth: What do you see here, an old lady (looking forwards), or a young lady (looking backwards)?

(Image W.E.Hill 1915)



3. Is it useful?

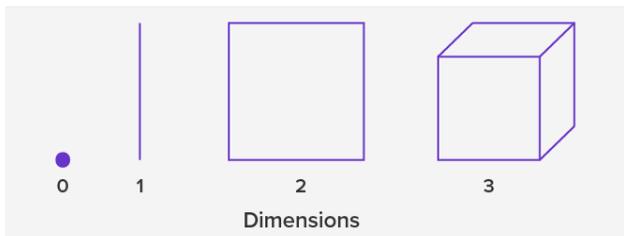
Although fear can sometimes be beneficial, alerting you to real dangers, too much fear and pessimism can poison your mind with self-defeating doubt and paralyze you with indecision. It may also be concealing your deeper desire, or an opportunity. You have, therefore, to become a 'witness' to your thought-streams and

encourage yourself to think thoughts which are *useful*, in order to keep them healthy and productive.

Consider your victim-story narrative or that deep-limiting-belief. What is the benefit of allowing it to run around in your mind? Does it help you in any way? Of course not ! It just perpetuates the situation.

Imagine for a moment: Who could you be if you didn't have that thought? What sort of thoughts would you have instead?

What would your life look like, if it did not exist? It's a really a question of shifting to a higher dimension. Let's elevate your perspective from two-dimensional perspective, to three-dimensional perspective.



Plato taught,

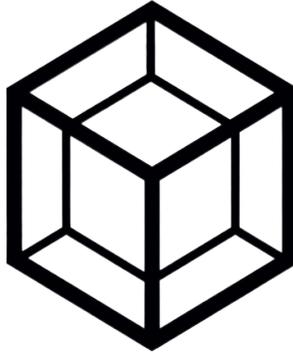
‘Whenever you want to talk about people, it’s best to take a bird’s eye-view and see everything all at once.’

From this elevated perspective, imagine who you could be without your victim-story or limiting belief.

I’m not asking you to do it right now, just to imagine yourself, from up above, looking down on that situation... Could you *imagine* releasing it?

If you’d like some help to do this exercise and go to an *even higher dimension* (i.e. shift from 3 to 4 dimensional thinking), take three

deep breaths, and feel yourself connecting or attuning with your Inner Source of Power.



4-Dimensional Cube “Tesseract”

In this state of deep connection, could you now *imagine* letting go of your old narrative and the emotion/vibration of fear that comes with it?

- Yes I can imagine letting go
- No I can't imagine letting go

Let's get more specific: *By when* are you *interested* in experiencing this freedom?

- A week from now
- A month from now?
- Tomorrow?
- What about right now?

How can you *rephrase, change or modify* the narrative or belief, so that it's more *truthful, kind and useful* ?



Write down this new, re-phrased statement, in positive terms.

.....
.....

(Read it out loud, *putting your heart into it*, until it sounds and feels just right i.e. you will feel a flowing, uplifting vibration, you will feel energized as you say it. The next image may also help as it shows a ‘20-dimensional’ geometric form from Plato’s teachings.)

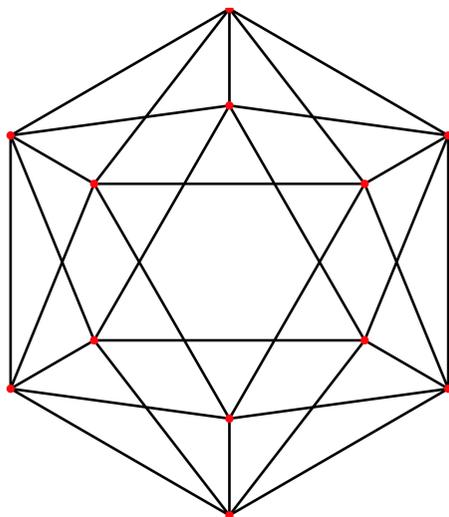


Image (CC) Shows multidimensional perspective of the ‘Icosahedron’ from Platonic Geometry.(Greek: *Icosi* means twenty, *Hedron*: sides/faces). Staring at this image can help you release the flow of energy as you repeat your new affirmation.

CONGRATULATIONS you did it !

This can become your New Narrative-Core Belief. **The Rapid Transformation Protocol**© will keep getting easier, the more you practice it....It will keep helping you to process your thoughts so that they are more clear (true), kind and useful. This GPS, inner compass can help you keep adjusting your thinking and vibration to navigate out of *any challenges* you may meet along the way to getting what you *really, really* want.

Now, you may be wondering, “*Yes, Dr. Agio I do believe this New Core Belief now, but how long will that last? What happens if I forget it? How can I make this new narrative or core belief last forever?*”

I have the answer for you:

How to Make Your New Narrative-Core Belief Last Forever and Bring You Results You *Really, Really* Want

‘Day by day, what you choose, what you think,
what you do, is who you become.’

- Heraclitus

In order to maintain and reinforce this New Narrative-Core Belief so that you know it ‘*by heart*’ and apply it with all your being-*especially when you are challenged*, there are two things you can do:

First, repeat it regularly each day. Make it your ‘motto’. (Note: You can have more than one motto.) Each time you repeat your motto to yourself, it’s very important to evoke the positive *emotion* that is linked to it. It’s not enough just to repeat it mentally. You must say it *through your heart*. Ideally, you should be looking into your eyes in a mirror. This changes your emotional state and most of all, it transforms your *vibration*. (You will learn more about *vibration* in Sections 2 and 3 of this book).

Second, repeat it while in a deeply relaxed state. Scientific studies have proven that in a deeply relaxed state, as in guided meditation or hypnotherapy, known as *Alpha* and *Theta* brainwaves, the mind is *over two hundred times more receptive to suggestions*, than in its ordinary, conscious state.

When asked about hypnotherapy in an article of the *Harvard Medical School Journal* (Sept. 2015) Dr. Max Shapiro, psychologist, answered that:

‘It is now known that the brain has greater ability to influence the body than previously acknowledged... A hypnotic trance empowers people to activate neural circuits that are otherwise hidden... This circuitry can activate greater comfort for pain relief, greater mental focus for certain activities, and greater self-esteem.’

To help you enter a deeply relaxed, open state, download this specially designed FREE guided meditation MP3 from the link below:

http://www.alkistis.net/free_mp3.html

This guided meditation, is designed to induce a calm, relaxed, open and harmonious state of body, mind and spirit. It may take a few tries if you have never meditated before.

Today, modern doctors recommend the daily practice of deeply relaxing the body and mind, for at least twenty minutes, to help us manage stress and anxiety in a natural, non-chemical way.

(You will learn more about research on *Alpha* and *Theta* brainwaves, in Section 2 of this book.)

When you are in *Alpha* and *Theta* brainwave states, you are also connecting to a higher universe from which things are generated in our dimension. (You will learn more about research on *brainwaves* in Section 2 of this book.)

‘If you want to find the secrets of the universe, think in terms of energy, frequency and vibration.’

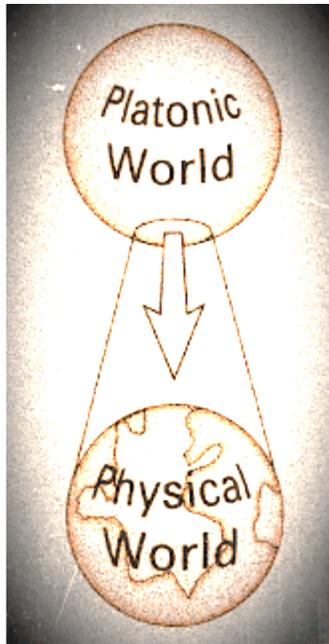
-Nikola Tesla, Scientist

Plato taught that everything that is manifested in our dimension, has been *conceived* in a higher, metaphysical hyper-space realm, an energy field he named ‘*The World of Ideas*’ i.e The *Noumenal World*, from which things that we perceive, are *born* or materialize from Mind.. (*Nous* in Greek is the word for ‘Mind’.)

These things materialize into the three dimensional world that we perceive through our senses. ie *The 'Phenomenal' World*. (The English word *phenomenon*, comes from this ancient Greek word to show, to be visible)

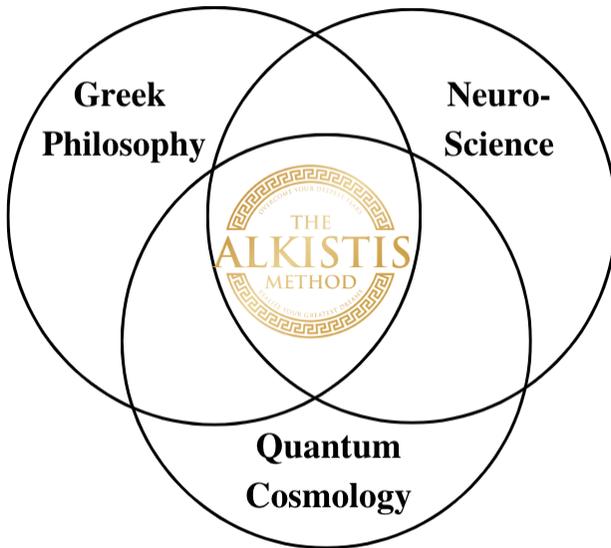
When we are in the deeply relaxed state of guided meditation or self-hypnosis, we can enter this hyper-space to focus on the vision, feeling and vibration of the experiences that we want to manifest in our life.

(You will learn about in Sections 1 and 3 of this book).



SECTION 1

Philosophical Foundations



‘No one can lead others, who cannot lead themselves.’
- Socrates

The Alkistis Method® was inspired by all schools of Greek philosophy. What follows is a short summary of the teachings of

Socrates, Plato and Aristotle, the three great classical philosophers known as the ‘Classic Trio’. *This is by no means an overview of all their teachings; it’s limited to the insights that inspired The Alkistis Method® exercises.*

Over two millennia have passed since the so-called ‘Golden Age’ of Greece, (480-320 BCE), yet the legacy of the Greek philosophers still motivates us to strive for *eudaimonia*. This wonderful Greek word literally means ‘to be filled with positive spirits’ and integrates success, happiness and prosperity, a sort of human flourishing.

At the beginning of the sixth century BCE, while many other ancient civilizations were still focused on achieving happiness in life *after death*, happiness on Earth was mainly considered the preserve of royalty and *oligarchs* (a Greek word, meaning ‘*the few in charge*’)... Everyone else should just accept suffering as a way of life.

The Greeks broke through this darkness, as they focused on creating a civil society, improving the capacity of ordinary citizens to find happiness and thrive during their life, here on Earth. Although it seems obvious to us now, this was a *radical paradigm shift* on planet Earth.

‘Happiness depends on ourselves.’ - Aristotle

During this ‘Golden Era’, the Greeks produced some of their highest achievements in the arts, philosophy and science. It led to the invention and development of democracy, public education, freedom of religion, trial by jury, (and women’s rights, in Sparta), as well as recognisably ‘Greek’ institutions like the Olympic Games and tragic and comic theater. In such a free, civil society each person could live safely and pursue their version of happiness.

The Golden Mean: ‘Nothing In Excess’

Since ancient times, the Greeks determined that there was a proportion that recurred in geometry, nature and architecture, that embodied the quintessential concept of cosmic harmony, The ‘Golden Mean or Golden Ratio’.

The Parthenon was built according to this principle.

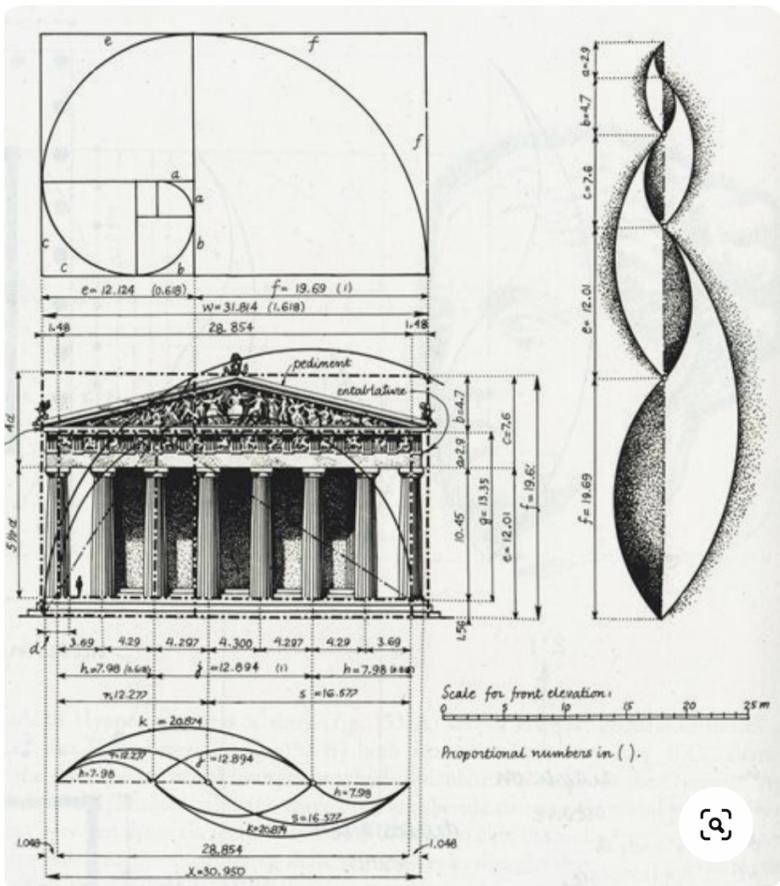


Image (CC) : The Golden Mean in the architecture of the Greeks makes humans feel comfortable and harmonious, not overwhelmed or feeling small.

According to the Greek philosophers, we will find *eudaimonia* when we harness our thoughts and actions towards *the middle way*. It's a question of 'fine-tuning' ourselves, re-aligning with what they perceived as cosmic harmony.

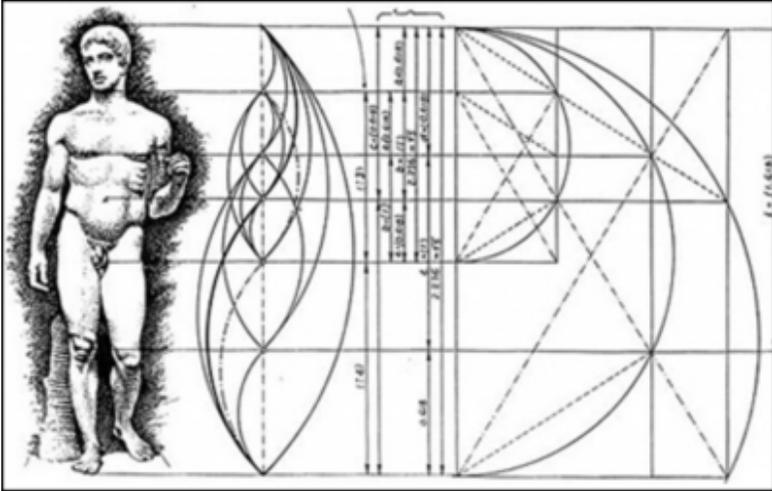


Image (CC) The figure of the young man combines beauty and balance through the Golden Mean Proportions.

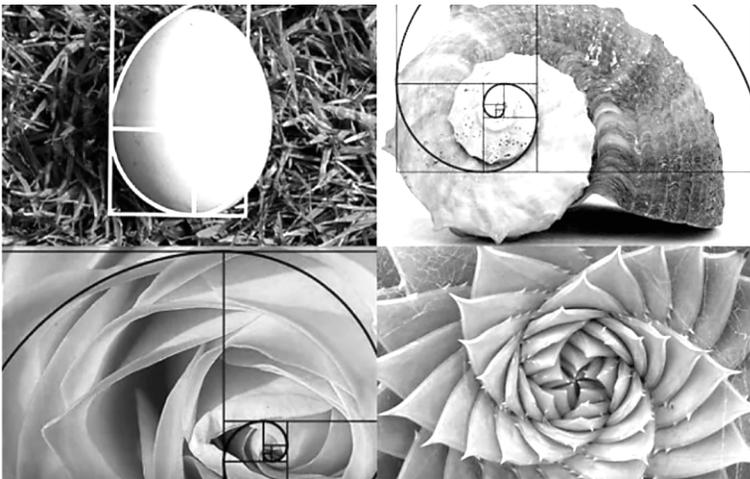
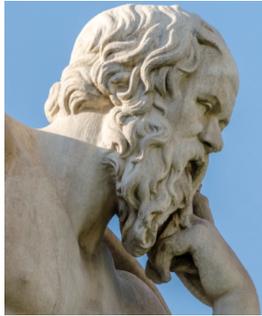


Image (CC) The Golden Mean Proportions can be found in all of nature.

Socrates



‘Know thyself.’

(Ancient inscription on the temple of Apollo at Delphi, Greece,
adopted by Socrates)

Socrates was born in Athens, Greece in 460 BCE. The Roman Stoic philosopher Cicero once said that Socrates ‘Wrestled philosophy from the heavens and brought it down to Earth.’ One could say he was a sort of Prometheus—taking fire from the gods and giving it to humans, thus giving them the tools to determine their own destiny. Prior to Socrates, Greek philosophy consisted primarily of metaphysical or scientific questions, such as: How did the universe come into being? What is the nature of matter?

According to Socrates, examining oneself, our motives and actions, is the most important task one can undertake. Self-observation alone will give us the knowledge necessary to answer questions like: *How should I live my life? Who am I? What do I want?*

According to Socrates, if you devote yourself to mindfulness (*prosoche*) and sincere inquiry, you will soon come into contact with your inner voice, your True Self, your *daimonion* (Greek for ‘an inspiring spirit’).

The Socratic Method: The Truth Shall Set You Free

‘Socrates... was one of the greatest philosophers the world has ever known. He did something that only a handful of people in all history have been able to do; he sharply changed the whole course of human thought; and now twenty-four centuries after his death, he is honored as one of the wisest persuaders who ever influenced this wrangling world...’

- Dale Carnegie, Pioneer in modern leadership training

Socrates created the first recorded *rational* approach to personal development at a time when mysticism and dogma were the standard of the day. He believed that we can only arrive at the truth by questioning our own assumptions, on a regular basis:

‘I cannot teach anyone anything,
I can only teach them to think.’ - Socrates

According to Socrates, what often causes suffering are our own misguided and irrational beliefs for example in states of anxiety. We are our own prisoners, our own torturers, we cling to our toxic, self-sabotaging beliefs, even when they hurt us. The consequences of an unexamined life are tremendous:

‘An unexamined life is not worth living.’ - Socrates

So how do we free ourselves from the self-made prisons we’ve constructed in our minds?

Socrates taught that what we need to do is learn to ask ourselves critical questions; not just assume that our mind chatter, the generalizations and preconceptions we hold, are always true. Socrates taught that we shouldn’t believe everything we think. On the contrary, he taught that it’s often self-deception in the form of a lie or a distortion of the truth. We need to constantly question and test our thinking, to arrive at the truth or the solution.

The psychologist Daniel Goleman analyzes this phenomenon in his book *Vital Lies, Simple Truths: The Psychology of Self-Deception*.

The art is in maintaining our objectivity, keeping the ‘middle way’; being able to observe our own self in order to become aware of how our attitude, intention and behavior participate in the formation of the problems we are actually trying to solve.

So what exactly was Socrates’ approach? Did he tell people they were wrong? Of course not, that’s for amateurs. His technique consisted of a series of questions. It was based on setting up a debate or dialogue for getting closer to the *objective* truth i.e. applying reason.. His method has been called the Socratic ‘*Elenchus*’ and it means something like ‘testing,’ or ‘cross-examination’. He strategically asked questions to which his contesteer-doubter would have to agree. As he kept winning one admission after the other, he put the person in a positively inclined state; in other words, open to accepting the objective truth. He carried on asking questions until finally, almost without realizing it, his contesters-doubters found themselves embracing a conclusion they would have bitterly denied just a few minutes earlier.

(See *The Rapid Transformation Exercise*©)

A Guardian Spirit

Socrates often mentions that he is guided by a kind of divine guardian spirit. Socrates learned over time to listen to this inner divine voice. He acted in service to it. Nothing that he does in his life is untouched by this inner divine voice.

He describes it in Plato’s work, The Apology:

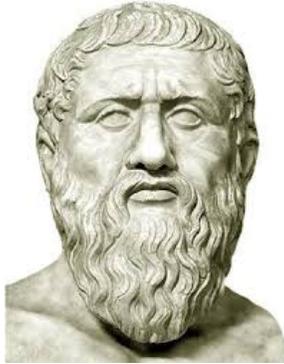
‘You have heard me speak at sundry times and in diverse places of an oracle or sign which comes to me, and is the divinity which Meletus ridicules in the indictment. This sign, which is a kind of voice, first began to come to me when I was a child; it always forbids but never commands me to do anything which I am going to do. This is what deters me from being a politician.’

This divine inner voice spoke inwardly to him, moving him to be the true hero of the Athenian people, being a corrective to their hubris.

Deeper Wisdom and The True Self

Now you may have noticed that Socrates seems to be contradicting himself; on the one hand, he taught reason and on the other hand, he spoke of divine inspiration. The point is that when this journey is taken seriously, the opposites within ourselves are resolved. The war between reason and unreason exists at many levels of the self, but it doesn't exist at the level of the true self. A river has turbulent currents until you reach the very bottom, where the water is calm and barely flows. A truly wise person can see that unity lies beyond duality. "Know Thyself" doesn't mean taking a 30-minute quiz. It means going through a lifelong process of self-reflection, contemplation, and questioning.

Plato



‘For a person to conquer himself is the first and noblest of all victories.’ - Plato

Born into a prominent and wealthy family in the city of Athens in 428 BCE. He studied under Socrates and then devoted his life to one goal: helping people reach a state of *Eudaimonia*; success, happiness and fulfillment.

Among his over thirty-six works are the *Republic*, the *Symposium*, the *Laws*, the *Meno*, and the *Apology*. Most of them have the purpose of showing how high ideals and ethics can be applied to our private life and politics, for a just and civilized society.

The Theory of Ideas (or Forms)

The Theory of Ideas states that the physical world is not as real as the timeless, absolute, unchangeable hyper-world of the ‘Ideas’. According to this theory, ‘ideas’ (also sometimes called ‘forms’) are the non-physical essences of all things, of which objects and matter in the physical world are merely imitations.

The basic idea is as follows:

Forms (Greek: “*morphe*”) are the essences of various objects. They are the qualities that an object must have to be considered that type

of object. Like a cosmic/energetic ‘blue-print’. Plato believed that everything that is manifested in our dimension, has been *conceived* in this higher realm or energy field.

This theory of Plato’s is best expressed through the Cave Allegory below.

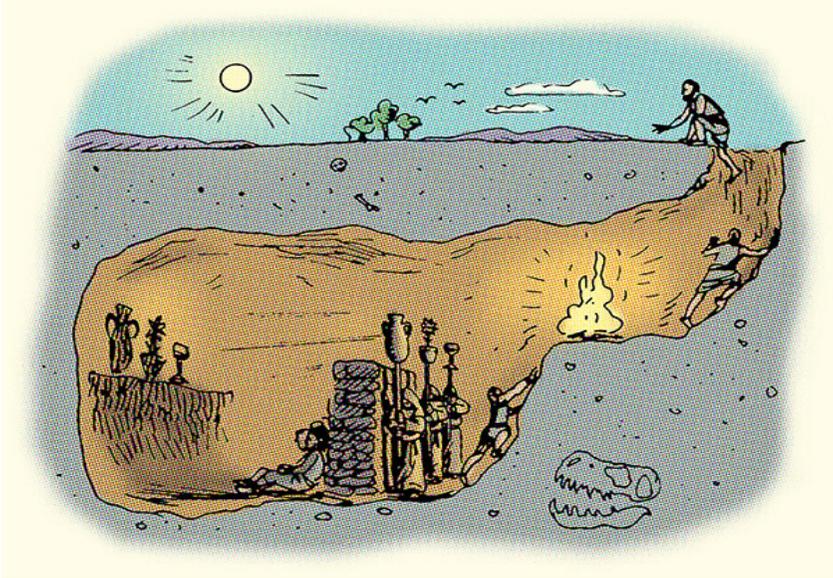


Image (CC) Plato's Cave

The Cave Allegory

Expressing a metaphysical perspective, Plato maintained that we are prisoners in a cave, chained so that we are facing a wall, watching shadows on this cave wall . He maintained that our body is nothing more than a vehicle for the soul, a sort of *biological virtual reality suit*. (The film ‘The Matrix’ was inspired by Plato’s Cave allegory) Through philosophy and contemplation, we could expand our mind and come to the realization that what we perceive as reality is only a shadow of a greater reality.

“...When one of them is freed and shown the reality outside the cave, he comes to understand that the shadows on the wall do not

reflect reality at all. From this point on, he can perceive the true form of reality (i.e. real objects) rather than the mere shadows seen by the prisoners....” - Plato

According to Plato, every prisoner that was freed also had the obligation to return to the cave and help free the other prisoners, although he may be mocked by them and even have to face hostility. This stresses the social responsibility aspect of self-inquiry and self-reflection of those who have seen the greater reality.

The more you understand the true reality of the world around you and inside you, the less the decisions you make will be affected by your biases, preconceptions, superstitions and exaggerations. You will be free. Warning: If you don't realize you are stuck in a prison, you won't want to escape, and will prefer to remain in your 'comfort-zone'.

The Charioteer Allegory: Self-Leadership

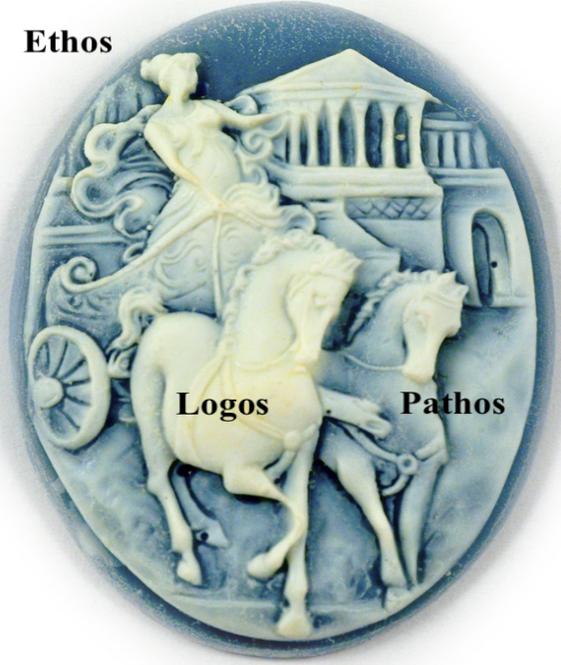
From Plato also comes the vision of the three-part nature of the soul, as explained through the *Allegory of the Charioteer*, in his work *Phaedrus*. A concept with great depth, it furnishes an unmatched visualization of what a human being is, and why we do what we do.

The charioteer represents the Soul that wants to align with happiness (Eudaimonia). The white horse represents the rational nature, while the black horse represents the soul's irrational passions, appetites, and lustful nature.

Without expanding into Plato's metaphysical descriptions, the purpose of the charioteer is to direct the entire chariot, i.e. the Soul, towards enlightenment, while harnessing the horses' power, aligning them and keeping them balanced. (See '*The Golden Mean*')

(This powerful concept of the charioteer is borrowed by The Alkistis Method® to help visualize the relationship between *Ethos*, *Pathos* and *Logos*, since they represent *a similar dynamic*.)

Ethos



Aristotle



‘Educating the mind without educating the heart,
is no education at all.’

– Aristotle, *Art of Rhetoric*, 4th century BCE

Aristotle is one of the greatest thinkers in the history of Western science and philosophy, making contributions to logic, metaphysics, mathematics, physics, biology, botany, ethics, politics, agriculture, medicine, dance and theater. He was a student of Plato.

What makes people happy?

One of Aristotle's most influential works is the *Nicomachean Ethics*. Moral goodness and happiness, says Aristotle, is a result of *habit and training*. It takes time, practice, and encouragement, to develop good habits so Aristotle thinks people who lack virtue should be understood as having been unfortunate rather than being evil. What they need isn't scolding or being thrown into prison but better teachers and more guidance.

‘We are what we repeatedly do.
Excellence is therefore a habit.’ - Aristotle

The table in the next diagram depicts the path of virtue, Aristotle’s *Golden Mean* expressing the balance between deficiency and excess.

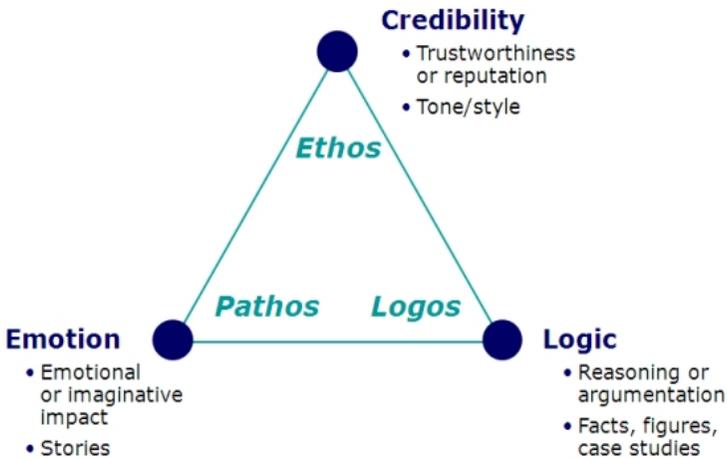
DEFICIENCY of VIRTUE (vice)	VIRTUE	EXCESS of VIRTUE (vice)
Cowardice	Courage	Rash
Insensible	Temperance	Dissipation
Stinginess	Generosity	Wastefulness
Chintzy	Magnificence	Vulgar
Aspersions	Magnanimity	Vainglory
Indolence	Industrious	Overambitious
Indifference	Caring	Controlling
Self-deprecation	Honest	Boastfulness
Boorishness	Charming	Buffoonery
Quarrelsome	Friendliness	Obsequious
Lying	Truthful	Tactless
Impatient	Tolerant	Doormat
Timid	Confident	Domineering
Fickle	Loyal	Gullible
Unsure	Vigilant	Impetuous
Cowardice	Protective	Bully
Fearful	Patient	Impulsive
Rudderless	Flexible	Rigid
Naïve	Practical	Cynical
Wimpy	Assertive	Arrogant
Selfish	Nurturing	Martyr
Paranoid	Confident	Arrogant
Pushover	Careful	Stubborn

The Art of Influence and Persuasion for Leaders

Like many people, Aristotle was struck by the fact that the best argument doesn’t always win the debate. He wanted to know—why does this happen and what can we do about it? He had lots of opportunities for observation.

In ancient Athens, many decisions were made in public meetings in the *agora*, the marketplace or town square. Orators would vie with each other to sway popular opinion. Aristotle observed that audiences and individuals are often influenced by factors that don't strictly adhere to logic or the facts of the case. It irritated him, and was the reason many serious people tended to avoid the marketplace and popular debate.

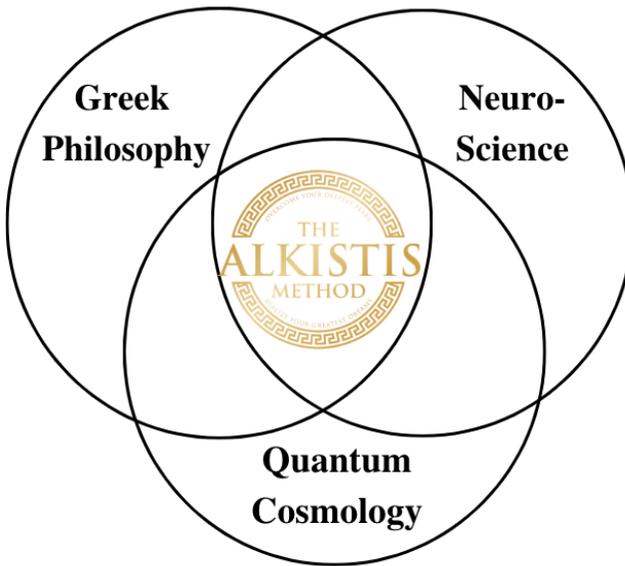
So, Aristotle wrote the *first ever manual on the art of persuasion*. He called it the *Art of Rhetoric*. We already discussed it in the introduction. In it he presents the concepts of *Ethos*, *Pathos*, and *Logos*, as the traits an orator must have in order to influence and persuade his audience.



As you have seen in Section 1, in the Main Exercise of The Alkistis Method® integrates *Ethos*, *Pathos*, *Logos*, but *instead* of using these principles to influence others, *we apply them to influencing and leading ourself for clearing our thoughts and making decisions*.

SECTION 2

Neuroscience



‘We are what we repeatedly do...
Excellence is therefore a habit.’

Aristotle

Science has advanced a lot since the time of the ancient philosophers and has added a great deal of knowledge to the matters they explored. The amazing thing though, is that the basic insights they developed back then are still valid, relevant and widely applied today.

The reason for this is that no matter how much our knowledge and technology have advanced, we still have to deal with the same basic issues—unhealthy emotions like excessive fear, frustration, anger and anxiety, as well as our quest for happiness and *eudaimonia*.

The uniqueness of The Alkistis Method® is that it effectively integrates modern scientific, evidence-based techniques and theories, with the ageless wisdom of ancient Greek philosophy for achieving optimum results.

Scientific and Evidence Based Techniques

Scientific research by leading institutions like Harvard and M.I.T., have since made startling discoveries about the human brain, especially in recent decades. Some of these insights can help leaders and ordinary people dramatically improve employee morale, productivity, and retention. An important result of this research was the development of neuro-coaching, a fusion of applied neuroscience, performance psychology and neurolinguistics. It gives emphasis to neurology and engages the whole nervous system to get the desired results, by using neurological or ‘embodied thinking’ processes, rather than the advice style model.

The benefits and potential of neuro-coaching cannot be overstated. If self-leadership and *eudaimonia* is our goal, this approach can offer us our basic techniques for successfully reaching it.

In this section we will get a brief overview of some of the advances that have brought us to a modern approach for optimizing human performance.

We will also see that *these techniques fall perfectly in line with the insights and teachings of the ancient philosophers*, for the simple reason that in essence, our problems and desires haven't changed in millennia; we are all still grappling with fear in its many forms: anger, resentment, envy, frustration and anxiety.

Behaviorism and Pavlov's Dogs

Behaviorism is the theory that behavior can be explained in terms of conditioning, without appeal to thoughts or feelings, and that psychological disorders are best treated by altering behavior patterns.

The origins of this theory lie with Ivan Pavlov, the first Russian Nobel laureate, who is best known for his famous 1901 experiment, usually referred to as 'Pavlov's Dogs', in which he developed the concept of the 'conditioned reflex'.

The experiment showed that when a buzzer sounded simultaneously as food was presented to a dog, the dog connects the sound of the stimulus (buzzer) with the presentation of the food, and began to salivate even if the food was not present.

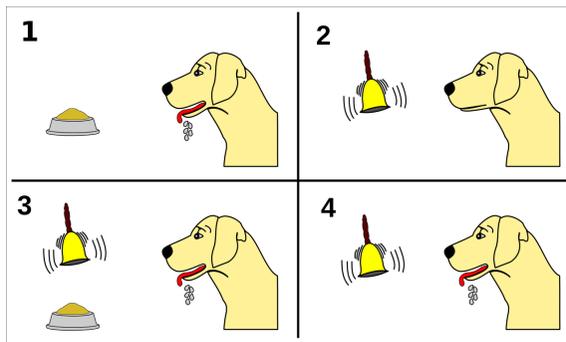


Image (CC) 2.0: The famous experiment of Nobel Prize Winner, Dr.Ivan Pavlov

His research caused a revolution in training, learning and therapy approaches. The idea of 'conditioning' as a form of (automatic) learning and training for humans, became the basis of what we know as modern *Behaviorism*, a new psychology based on training new,

positive, desired behaviors, sometimes in a matter of minutes rather than through many years of psychoanalysis.

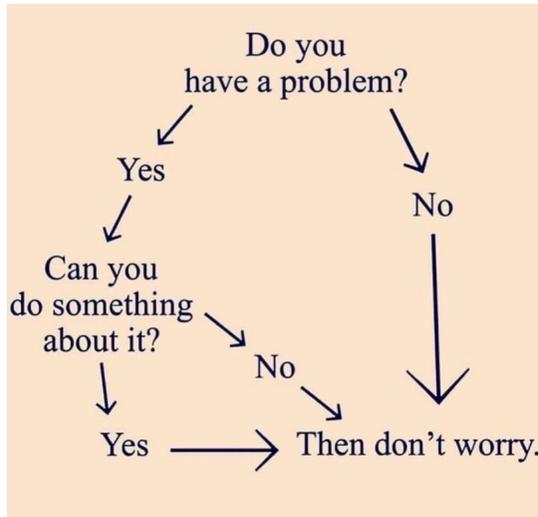
The truth is that all of us have been trained in certain ways, with limiting beliefs and patterns of behavior, a bit like circus animals. In the circus, for example, a trainer will tie a young elephant's foot to a post with a cord and each time the little elephant tries to walk away, it gets painful cuts by the cord. Over time, it develops the deep belief that it should not, and cannot break free and it gives up. Thereafter, *even when the cord is removed, the elephant continues acting as if it still existed.*

Much in a similar way, as little kids growing up, our family and the specific culture that we were surrounded by gave us clear signals and punished us when we did something they did not agree with. Slowly, we became 'programmed' unconsciously to act like them and talk like them, and think like them.



So, now as conscious adults who want to take charge of our life, we must become mindful and selective. We need to ask ourselves which of those beliefs that we learned earlier on in our life or our career, are no longer useful.

The 'aha!' moment comes when we realize that, yes, we *can* be re-trained in new behaviors *regardless of our age*. It does not, and need not require years and years of therapy to change our limiting thoughts and behaviors so we can take control of our lives. The brain is simple to reprogram when there is a will to do so.



Just because something is simple and straightforward though, does not make it less powerful or effective. This evidence-based knowledge is being applied in all sorts of fields where a new stimulus will cause a whole new, improved response in people: it's like we can just flip a switch (on-off) in our mind, to change our state. There are many ways to switch your state from a negative to positive, which are explained in the selection below entitled, 'The Chemicals of Happiness.

Cognitive Behavioral Therapy

Albert Ellis was an American psychologist who, in 1955, set forth the first cognitive behavioral therapy, the Rational Emotive Behavioral Therapy (REBT), in which he proposed that emotional and behavioral problems could be relieved through a process of cognitive restructuring or, put more simply, *the changing of faulty thoughts and beliefs through examination and understanding*. This treatment model represented a major shift from the dominant treatment model of the day, Freudian psychoanalysis, which emphasized the bringing forward of subconscious thoughts as a way of changing behavior.

Ellis, himself, claimed that he got his ideas from an old and trusted source—the ancient Greek philosophers, and more specifically from Socrates’ Maieutic method of inquiry (which we discuss in the Section 1) and Aristotle’s notion of *prohairesis*.

Prohairesis (variously translated as ‘choice’, ‘intention’, or ‘option’) represents the choice involved in giving or withholding assent to impressions—in other words, the choice we have on how we interpret things.

According to Aristotle, nothing can be considered innately good, or bad, the only thing fully in our power to control is our own view of the situation (*prohairesis*) and rationally and decide how to deal with it:

‘Between stimulus and response there is a space. In that space is our power to choose our response. In our response lies our growth and our freedom.’ - Dr. Viktor Frankl

In the 1960s, another psychologist, Aaron Beck, identified fifteen specific ways in which our beliefs can drift away from reality and cause depression, anxiety, and other difficulties. He called these cognitive distortions, and he, too, believed that re-aligning one’s cognition with reality would reduce suffering. His work was similarly built on the framework of the Greek philosophers.

Cognitive behavioral therapy (CBT) is a psychosocial intervention that is the most widely used evidence-based practice for improving mental health. Guided by empirical research, CBT focuses on the development of personal coping strategies that aim at solving current problems and changing unhelpful patterns in cognitions (e.g. thoughts, attitudes or beliefs), behaviors, and regulating emotions. Though it was originally designed to treat depression, it is now being successfully used for many mental health conditions, but also for leadership training.

In the next paragraphs, we will explore the function of the brain from a scientific perspective so that we can collaborate and maximize our potential.

Brain User's Manual

Probably the best known model for understanding the structure of the brain in relation to its evolutionary history is the famous *triune brain theory*, which was developed by Paul MacLean in the 1960s, and defines three levels of brain activity: the Reptilian, the Mammalian and the Neocortex:

The ***Reptilian*** Brain, the oldest of the three, appeared over 500 million years ago in fish, and controls the body's vital functions such as heart rate, breathing, body temperature and balance. The reptilian brain is reliable but tends to be somewhat rigid, compulsive and re-active.

The ***Mammalian*** (or limbic) Brain, appeared over 150 million years ago and can record memories of behaviors that produced agreeable and disagreeable experiences. It is therefore responsible for what are called emotions in human beings. The main structures of the limbic brain are the hippocampus, the amygdala, and the hypothalamus. The mammalian brain is the seat of the value judgments that we make, often unconsciously, that exert such a strong influence on our behavior.

The ***Neocortex*** first assumed importance in primates only 2-3 million years ago, and with its two large cerebral hemispheres has culminated into what we have come to recognize as the human brain. These two hemispheres have been responsible for the development of human language, abstract thought, imagination, and conscious, strategic thinking.

These three parts of the brain do not operate independently of one another. They have established neural pathways of interconnections through which they influence one another.

One of the problems we have as humans is that most people allow their *reptilian* or *mammalian* brain to make decisions for them, especially when they feel threatened, instead of applying the *neocortex*, the most recently evolved section of the brain.

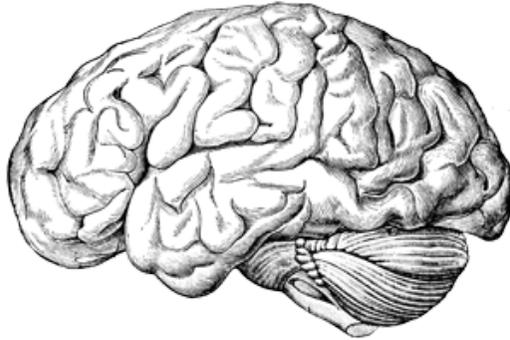


Image (CC) 2.0: A drawing of the human brain.

The reptilian brain functions based on ‘fight-or-flight’ reactions. Just imagine how a reptile such as a lizard reacts when it is feeling threatened. It will either ‘fight’ which means it will attack, or it will take ‘flight’, which means that it will ‘run off’ from the scene, as fast as it can. Both of these activities need ample injections of adrenaline.

People who have anger management problems, who often ‘attack’ others either physically or verbally have allowed their reptilian brain to ‘hijack’ their thinking; The adrenaline injections, ‘block’ the functions of the ‘neocortex’, reducing their capacity for rational thought.

People who allow their mammalian brain to do their thinking for them will always be at a loss, if they do not step-back and question their beliefs before getting caught up in a self-created ‘melodrama’, and creating arguments based on false beliefs and distortions that are not true or valid.

Let us take a moment of self-reflection: When was the last time your reptilian brain ‘hijacked’ your mind and you lost your temper? Notice the results when you allow that to happen? What sort of person do you become? Who would you be without that anger/frustration/ego? Who *could* you be, if you allowed your mind to work at full capacity, as Aristotle would say, with *Areté*?

Neuroscience tells us that the brain can constantly learn, our whole life long, and that we can acquire new, more useful beliefs that will

get us to where we want to go from now on. Here is where the neocortex of our brain comes in.

The neocortex is the part of our brain, capable of conscious self-reflection, imagination and metacognition (thinking about our thinking processes). Metacognition is also a very important part of *Prosoche* i.e. observing, *organizing and managing your thoughts and energy*.

It is the most evolved and most recent ‘updated software’ of our brain. It is also the seat of Ethos, and ‘higher-level’ thinking, such as visualization and strategizing. It is solutions-oriented and not fear-based like the reptilian brain. The neocortex offers a new inner freedom to those who use it.

Rewiring your Brain

People spend the majority of their life living under stress. Stress is when your body's knocked out of ‘order’ (*homeostasis*); the stress response is what your body innately does to return itself back to ‘order’. That's the first definition of *resilience* .

There are three types of stress. *Physical stress* is from an injury, an accidental fall or trauma, *Chemical stress* from viruses, bacteria, blood sugar levels, heavy metals, hormones, foods and hangovers, and *emotional stress* like traffic jams, internet disconnections, second mortgages, single parenting and your doing your taxes.

Each one of those things knocks your brain and body out of balance, so all organisms in nature have evolved to tolerate short-term stress. For example, if a deer is chased by a pack of wolves and escapes, fifteen minutes later it goes back to grazing, and its stress is over.

Human beings are different though, in that *we can turn on the stress response just by thought* alone. You can begin to think about some future worst-case scenario and because the privilege of human beings is that *we can make thought more real than anything else*, we can focus on that fear-thought *to the exclusion of everything else*,

and *we* can knock our body out of physiological balance (*homeostasis*) just by thought alone.

Our unconscious mind *believes it is actually in* that experience in the present moment. Or on other occasions we focus on past bitter memories that are ‘written’ in the recesses of our brain and like magic, we bring them to life through dwelling on those old traumas, and *in that moment it is real*. The hormones of stress push the genetic buttons that create disease. No organism can tolerate living in emergency mode for extended periods of time without it eventually becoming sickness. So if you can *turn on* the stress response just by thought alone, and we know that the hormones of stress regulate genes that *create* disease, it’s easy to conclude that your thoughts can make you well too.

The hormones of stress give the body and brain a rush of energy (mainly adrenaline) and it's *like a narcotic*. It becomes a drug and people become very addicted to the adrenaline and other stress hormones. They use the problems and conditions in their life to *reaffirm* their emotional addiction so they can reaffirm who they think they are; ie the bad relationship, the bad job, the terrible circumstances, all of that is in place because the person needs to reaffirm their emotional addiction. So then if you become addicted to your own chemicals through (illusory) thoughts, when it comes time to change them, *just like an addict*, you will try to *stop* the new, positive thoughts from coming into your mind.

Let us say, you have been having insecure thoughts for the past twenty or thirty years. It is going to feel very *familiar*, even comfortable. “I am insecure” will be a ‘normal’ thought for you. Whenever you say “I AM.... (anything)” what you are saying is that you are commanding your mind and body towards a certain result / *telos*/ destiny / outcome.

The moment you decide you are no longer going to think insecure thoughts, your body is going to look back up at your brain and say *Hey! I modified my receptor sites for you so many years ago, we've been doing this for twenty years... I'm counting on those chemicals coming... and now you're telling me that we are just going to stop*

this 'routine'? It will start sending signals back to the brain *to make the same choice* as you have been making for so long! If you keep that period going on for weeks or months it's called a *temperament* or a *personality trait*: He has a bad temper, she gets hysterical, he throws tantrums easily, she has anger-management issues, etc...

So your twenty years of hatred, bitterness, anger or your fifteen years of fear and insecurity is the very reason that you get sick, or feel exhausted, or you've lost your enthusiasm for life. 'Why are you so angry?' people ask. 'Well this experience happened to me nine years ago...' An article in Scientific American recently claimed that *scientists have found that fifty percent of what you say about your past is not true*. We make up stuff in our head, looking to reaffirm that we are 'right'. It's amazing how much people distort things in their mind.



Living by those same familiar emotions means that nothing new is happening in our life, so we feel safe, because we are at least *alive*, i.e. we have survived another day on Earth. The body literally is *living in the past* and we can not create a new future holding on to the emotions of the past. We are basically trying to predict the future from the past. That's called *anxiety, neurosis and insomnia*. We're missing out on the possibility to be grateful, the possibility to be in wonder, to feel really alive, the possibility to feel at peace and fulfilled.

Most people have to hit a point of crisis where they finally start taking their attention off their outer world and start to ask themselves some bigger (self-reflective, philosophical) questions: *Who am I? What is a greater expression of myself? What would I have to change to be happy? What do I really want after all? Who in*

history do I admire that I want to be like? They begin to contemplate and speculate and rehearse *who they could become*. Actually, the mere process of thinking about who we can become, begins to change our brain. (See also image below on neurogenesis.)

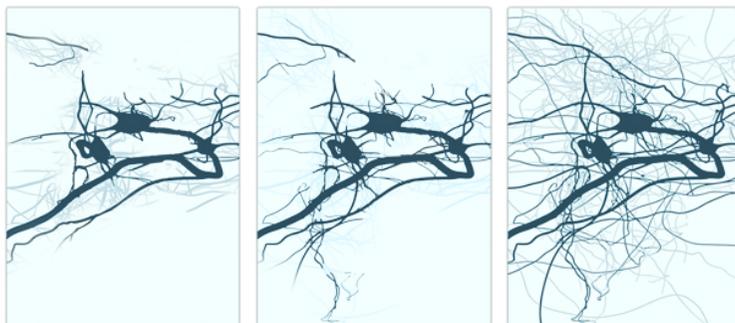


Image (CC) 2.0:I Neurogenesis - growth of new neural connections.

When you combine a clear intention with an elevated emotion that's heartfelt, you move into a new state of being. You can begin to remind yourself every single day of who you want to be. Through regular practices, like meditation, you begin to *cause your brain to fire in new sequences and new patterns* and new combinations and you make your brain work differently. According to neuroscience your brain begins to fire and create new circuits. You are essentially rewiring your brain.

When you are asking open-ended questions, the frontal brain lobe, *like a great symphony leader*, looks out of the landscape of the entire brain and begins to select different networks of neurons and seamlessly pieces them together to create a new mind. The moment the brain begins to fire in tandem, the frontal lobe creates a picture. That picture is called *an intention* and *when you can make that picture more real than anything else and you begin to feel inspired by it*, and your body's *no longer living in the past*, you begin a new state of being, with new values and actions. This creates a new reality.

The more we practice a new state, the more it becomes the default setting. *Scientific studies have shown* that it takes *as little as*

sixty-six days to take on a new habit. Many *Askesis* in The Dr. Agio Method® aim to create new habits and new default settings, for new outcomes.

Try *prohairesis* (Exercising your Options)

The next time you have an urge to get angry, to grab a cigarette, to gobble a cupcake, to waste your precious working time on social media, (or any other negative habit), wait about ten minutes or count backwards from a hundred to zero before you do it; Say to yourself in a loving way (never with meanness), *I'll allow you to get angry, I'll allow you to smoke, I will allow you to grab that cupcake, I'll allow you to interrupt your work on this important project to scan Facebook, but in **ten minutes** from now. If you still have that urge to do so, I will allow it.*

Some theories say to count backwards from fifty to override the left brain hemisphere (emotions) by engaging the right hemisphere (numbers) for this 'wave of desire' to pass.

Neuroscientists have confirmed that emotional responses last for only sixty to ninety seconds. So a mood technically is anything you choose to feel after those ninety seconds.

Once triggered the chemicals released by your brain surges through your body and you have a physiological experience within ninety seconds from the initial trigger. The chemical component of your anger has completely dissipated from your blood and your automatic response is over. If however, you remain angry or needy after those ninety seconds have passed, then, it is because you have chosen to let that circuit continue to run. (No one ever dies from a snakebite, it's the poison that circulates in the bloodstream that kills.)

An emotion that lasts longer than a minute and a half is no longer an automatic response, but a decision to keep igniting that emotion over and over again.

(For more on this, a good book is, *Indistractable: How to Control Your Attention and Choose Your Life*, by Nir Eyal.)

Hypno-Learning and Meditation in Alpha and Theta

The use of hypnosis and meditation has been scientifically proven to be an effective tool to increase memory, mindfulness and to reprogram our brain for new habits.

‘People don’t know that a third of their life is a third where they could change or structure or better themselves’, writes Adam Horowitz, PhD at MIT

This was well known to the ancient philosophers like Plato and Aristotle, who gave a great deal of attention to the relationship between the soul and the body. The schools that they founded incorporated vigorous physical and musical training.

Deep relaxation practices of consciously recognizing and controlling our thoughts and dreams, has been around for centuries. Since ancient Greek times, Morpheus, the Greek god of dreams, has been venerated. Aristotle, the Greek philosopher and scientist (384-322 BCE), wrote about this practice in his works *On Dreaming* and *On Sleep and Waking*. He was the first to note that the images and symbols we see in dream and myths speak directly to our subconscious. Hippocrates (460-377 BCE) the ‘father’ of modern medicine, praised induced dreaming and hypnosis for its benefits.

Now, thousands of years later, clinical tests are proving how much our physical state affects our mental and emotional state, and how we can ‘manipulate’ our physiology to develop our full potential.

Doctors recommend daily practice of a deeply relaxing inner state, to help us manage stress and anxiety. Scientific studies have proven that in a relaxed state, the mind is more than two-hundred percent more receptive to suggestions, than in an ordinary, conscious state. In addition, when we introduce a ‘positive mission statement’ during this practice, it can induce powerful changes in our life.

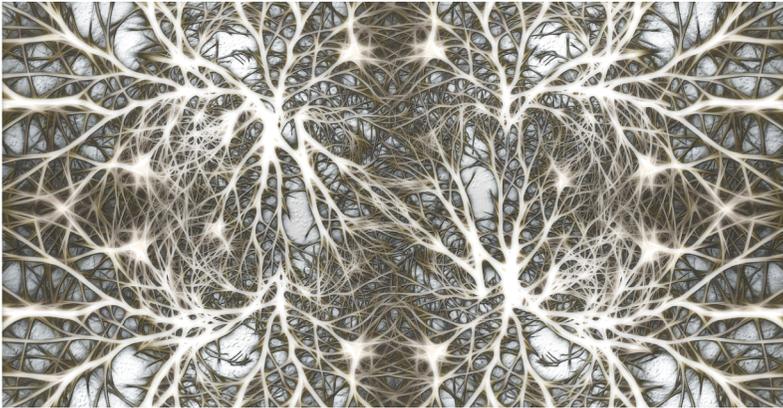


Image (CC) 2.0 : Neural networks, 'firing' electrical pulses to each other.

At the root of all our thoughts, emotions and behaviors is the communication between neurons within our brains. Brainwaves are produced by synchronized electrical pulses from masses of neurons communicating with each other.

Our brainwaves change according to what we're doing and feeling. The higher frequencies are dominant when we feel hyper-alert. When slower brain waves are dominant, as in hypnosis, we can feel relaxed, slow, dreamy and open to suggestions or instructions. In Meditative (*Alpha*) and Deeply Relaxed (*Theta*) states, the mind becomes a receiver, much like a radio or television, tuning into a specific 'learning channel'. Indeed, the Greek term *hypnagogia* derives from the words *hypnos* (sleep) and *agoge* (learning).

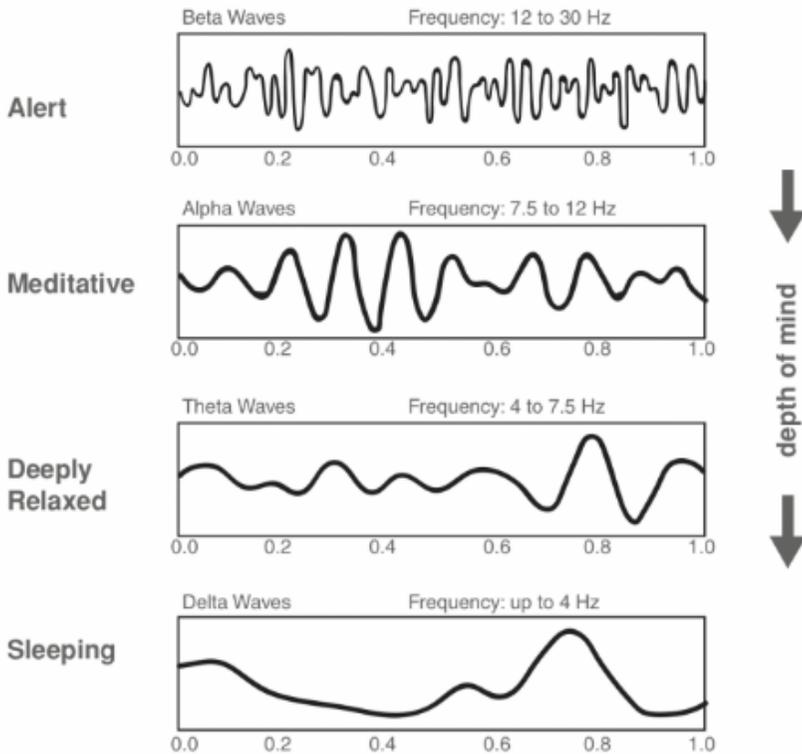
The benefits of hypnosis, hypno-learning, meditation and hypnotherapy for learning new, constructive thinking habits and overcoming negative habits are well documented.

Researchers have long known that sleeping plays an important role in the learning process. While we are in a deeply relaxed state (Alpha, Theta), our brains are busy organizing and consolidating the information and events we encountered that day. Important things get filed away, while the rest gets deleted to make room for new learning. A new study from the Decoding Sleep Interfaculty

Research Cooperation at the University of Bern, Switzerland, has shown that the brain's channels for learning are open during sleep.

'We found that the sleeping brain can actually encode new information and store it for the long term. Even more, the sleeping brain is able to make new associations,' said Marc Züst, co-author of the study.

Brain Waves Chart



The hypnagogic state (Greek hypnos=sleep agogia=learning) is the state between wakefulness and sleep and has many benefits:

- Calms your nerves and helps you handle stress better in general.

- Cultivates the process of self-induced deep relaxation, so that you can 'relax yourself' *at will*.
- Increases your mindfulness, allowing you to become more intuitive.
- Offers space to insert deeply empowering *positive affirmations* for personal transformation.
- Relieves migraines and other psychosomatic stress related symptoms.
- Connects you to a higher level of insight and powers, i.e. the World of Ideas/Forms. (See under Plato in Section 1 on the Fourth Dimension.)

‘Our senses enable us to perceive only
a minute portion of the outside world.’

- Nikola Tesla

As you have seen in Section 1, in The Rapid Transformation Exercise® of The Alkistis Method® practitioners apply guided meditation or hypno-learning techniques for overcoming limiting habits and reprogramming our brain for outstanding performance. In order to take charge of our life, we should start by taking charge of the ‘automatic’ , unconscious programs and perceptions running in ‘robot-mode’ since we were young.

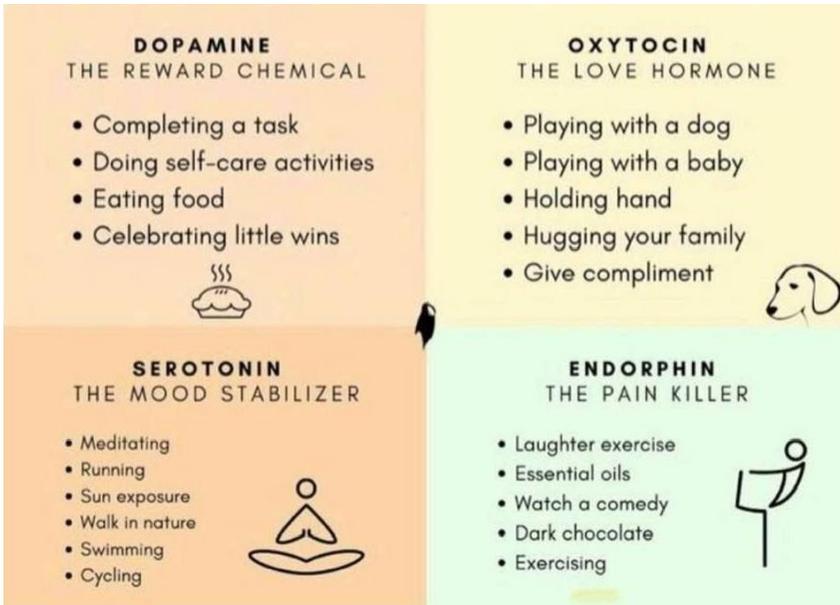
The Chemicals of Happiness and Ways to Hack Them

When we ask ourselves what makes us happy, we often think of the circumstances, possessions, or people in our lives. In reality, happiness is largely a chemical experience. Four main neurochemicals, hormones, and neurotransmitters generated in the brain are fundamentally responsible for creating the sensations and emotions we’ve come to associate with happiness.

Hormones are chemicals produced by different glands across your body. They travel through the bloodstream, acting as messengers and playing a part in many bodily processes.

One of these important functions? Helping regulate your mood.

Here's a brief summary of the four 'Happiness Chemicals'.



Dopamine, The Reward Chemical

Dopamine is known as the feel-good neurotransmitter—a chemical that transmits information between neurons. The brain releases it when we're eating food that we crave, completing a task, celebrating little wins or doing a self-care ritual, contributing to feelings of pleasure and satisfaction as part of our reward system. This important neurochemical boosts mood, motivation, and attention, and helps regulate movement, learning, and emotional responses.

Oxytocin, The Love Hormone

Oxytocin is a hormone that acts as a neurotransmitter. It plays an important role in reproduction. In females, the hormone triggers labor and the release of breastmilk. In males, oxytocin helps move sperm. Oxytocin is a naturally occurring hormone. It's produced by the hypothalamus — a small region at the base of your brain — and secreted by the nearby pituitary gland. It's known as the love hormone, as it's released in activities like, petting your dog, or hugging your loved ones. Even giving a compliment can release this wonderful feeling.

Serotonin, The Mood Stabilizer

Serotonin acts as a neurotransmitter, a type of chemical that helps relay signals from one area of the brain to another. Although serotonin is manufactured in the brain, where it performs its primary functions, some 90% of our serotonin supply is found in the digestive tract and in blood platelets.

As a neurotransmitter, serotonin helps to relay messages from one area of the brain to another. Because of the widespread distribution of its cells, it is believed to influence a variety of psychological and other body functions. We can trigger this chemical by meditating, suntanning, walking and cycling in nature.

Endorphin, The Pain Killer

Endorphins are chemicals the body releases when it is under stress or in pain. Endorphins can help relieve pain, reduce emotional stress, and offer a sense of well-being. Endorphins are primarily created in the hypothalamus and pituitary gland. They act as neurotransmitters—chemicals that help to carry signals across a nerve synapse. They are also considered hormones since they can carry messages throughout the nervous system, not just the brain.

To trigger endorphins, you may want to try laughing 'on purpose', or watching comedies. They're also triggered by dark chocolate or even essential oils, like lavender and geranium.

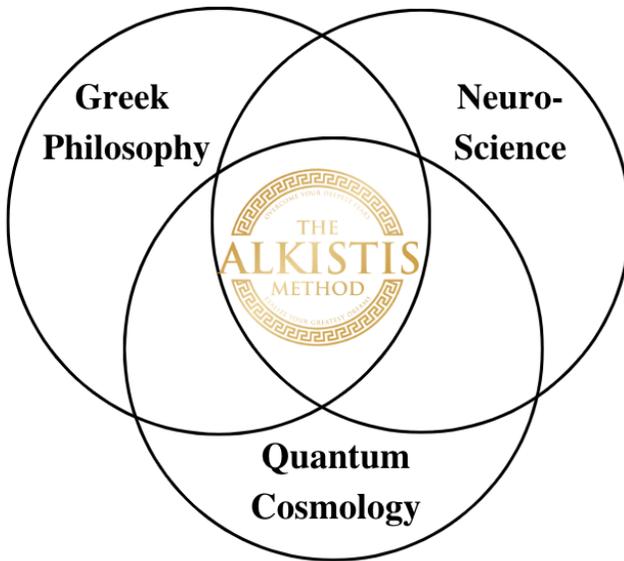
Happiness is sometimes quite elusive to us, luckily, our brains and bodies are constantly undergoing complex chemical processes that we can affect with our daily thoughts and actions. Once we understand how our feel-good hormones and neurotransmitters work, we may be able to trigger them more easily than we realized.



"I was able to neutralize the stress hormone using chocolate."

SECTION 3

Quantum Cosmology



‘When you change the way you look at things,
the things you look at change.’

-Max Plack

You have been living in this world for so many years, isn't it time to get a better understanding of how it works? And more importantly,

how it can work *for you*. In this section, you will get an overview of some of the most advanced concepts that have been put forward by top scientists and philosophers about the nature of the Universe and reality itself.

‘Everything we call real is made of things
that cannot be regarded as real.’

-Niels Bohr

Top scientists are still struggling with them every day and they are still speculating about them, so you definitely don’t have to understand them in full-but you can still use them. For example, you may not know how electricity works, but you still use it everyday to make your life easier.

So just keep an open mind. At the end of this section, I have a surprise for you-don’t peek, because it won’t make sense to you, unless you have read through the section at least once. So prepare yourself for some mind-blowing concepts that will give you the power to manifest what you really, really want!

*“In the Universe, there is a core from which we obtain knowledge, strength and inspiration. I have not penetrated into the secrets of its core, **but I know that it exists.**”*

- Nikola Tesla

Is the Universe Conscious?

Not only is the Universe stranger than we think,
it is stranger than we can think.’

-Werner Heisenberg

What if the Universe is self-aware? What if it’s conscious? Could it be a giant brain or Mind? Is it aware of your thoughts and actions?

The standard short answer to these questions, goes something like this: ‘We humans are made of the elements of the Universe. We are conscious, so the Universe must be conscious *through* us.’

That’s not the answer we seek though. What we want to know is, ‘Could the Universe have a consciousness *separate* from us and if so, can we influence It to get the results we want?’

After thousands of years some top scientists seem to be circling back to the view of the ancient Greek *Ionian School* of philosophy, that *the Universe is conscious*, and that our thoughts affect it, ie. the observer influences what is being observed. (See next section on Quantum physics).

Theoretical physicist Freeman Dyson, (Princeton University) embraced panpsychism, and said that the Universe *not only operates through our consciousness but has a consciousness of its own*.

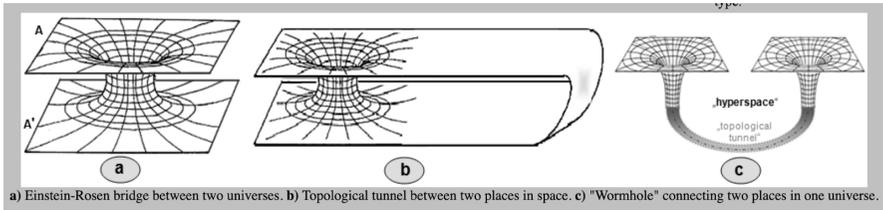
Panpsychism from the two Greek words “*Pan*” (*all*) and “*Psyche*” (*soul or mind*), is the view that consciousness is fundamental and ubiquitous in the Universe.

Scientists define consciousness as, ‘*the state of being characterized by sensation, emotion, volition, and thought*’. The more complex a network is, the more conscious something appears to be. Consciousness seems to be a property of highly interconnected, communicating systems, like the interconnected network of neurons in our brains, which can fire chemical and electronic signals at each other when they are triggered by certain stimuli. And this large complex network of neurons somehow emerges into consciousness. Is there any evidence of such a ‘brain’ or network of connections in the Universe?

There is a huge network of galaxies in the universe, many hundreds of billions of them, which is a system *mysteriously resembling the network of billions of interconnected neurons in our brain*.

If so, a vast network of communicating ‘black holes’ and ‘white holes’ (the nuclei of the cosmic brain cells) via funnel-like vortexes

called ‘wormholes’, could indeed indicate that the Universe is intelligent and possibly conscious.



This would truly be a kind of super consciousness that could theoretically control not only our Universe, but perhaps time and space itself. For the moment scientists are not sure, because their equations break down at the center of a black holes (known as the ‘singularity’). This is the point where time and space cease to exist and Einstein’s equations don’t work.

The fact is that from what we can tell, the Universe does not *need* a consciousness to evolve as it did. The rules were set out at the time of the ‘Big Bang’ (the moment of creation). But who brought about the Big Bang and why? We have no idea.

‘My brain is only a receiver, in the Universe, there is a core from which we obtain knowledge, strength and inspiration.’

- Nikola Tesla

The faithful will argue that God did it. The panpsychist will argue that a conscious Universe sets up laws from the moment of creation in order to maximize its value. A materialist will argue that there is no fine tuning, no decision-maker, that given enough Universes in a multiverse, and enough time, a Universe such as ours, where conscious intelligent beings can evolve, is inevitable. *You decide for yourself.*

‘There are only two ways to live your life. One is as though nothing is a miracle. The other is as though everything is a miracle.’

- Albert Einstein

In the Quantum World, the Observer Influences Reality

When discussing miracles, we can not leave out the absurdities we encounter in the Quantum world, where the observer seems to affect reality. There are many experiments that prove this. One of the most famous is the ‘Double Slit’ experiment which displays what physicists call the ‘Observer Effect’. In that experiment electrons are shot through a panel with two slits and the scientists check the result. The strange thing is that electrons behave differently when they know someone is looking at them. Sometimes they will appear as particles, and others like waves, depending on who is looking at them.

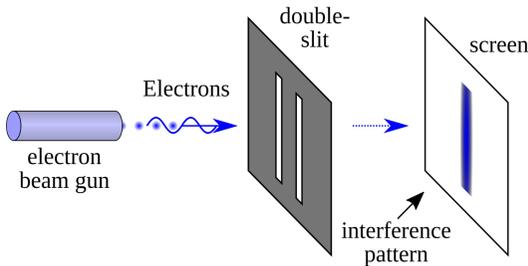


Image (Wikicommons) ‘Double Slit Experiment’

Another example refers to the fact that an electron can have a positive and a negative spin *simultaneously*. It is *only when we try to look at it that it will decide what it wants to be* - positive or negative.

That’s what the famous ‘Schrodinger's Cat’ thought experiment is meant to demonstrate. In this experiment, a cat, a flask of poison, and a radioactive source are placed in a sealed box.

If an internal monitor detects radioactivity (i.e. a single atom decaying), the flask is shattered, releasing the poison, which kills the cat. This implies that, after a while, the cat is *simultaneously* alive *and* dead. Depending on who looks in the box, the cat is *either* alive *or* dead, not both alive *and* dead. Perception influences reality!

‘The task is not to see what has never been seen before, but to think what has never been thought before about what you see everyday.’ - Erwin Schrodinger

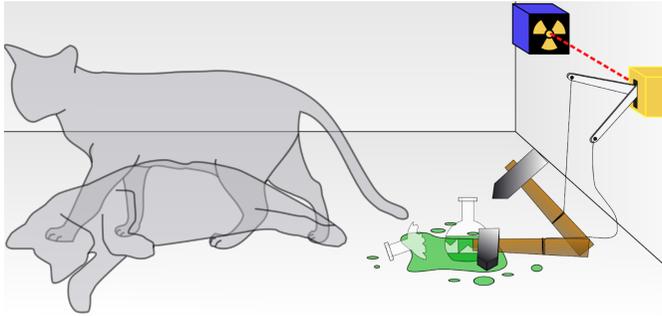


Image: Wikicommons Schrodinger's Cat Experiment

Dr. Masaru Emoto of Japan, has conducted experiments to show how water molecules are affected by our thoughts. He has photographed thousands of water crystals in his years of water research. The photographs show that the most beautiful crystals (symmetrical) are those formed after the water is exposed to the thoughts and words of love and gratitude. In this book, ‘The Miracle of Water’, Dr. Emoto uses these words as the basis for a discussion on how the vibration and resonance of words can change our life.



Image (Wikicommons) Symmetrical water crystals form

A Multi Dimensional Universe and Plato's Higher World

While some scientists dismissed the theory as fiction, more and more proof is coming out about the existence of alternate universes.

NASA scientists do believe parallel universes could exist, and if they do, there could be millions of copies being made all the time without displaying physical evidence to the human eye.

Clearly, reality is not as simple as our experience would lead us to believe and theories put forward by philosophers like Plato and Pythagoras are still very relevant.

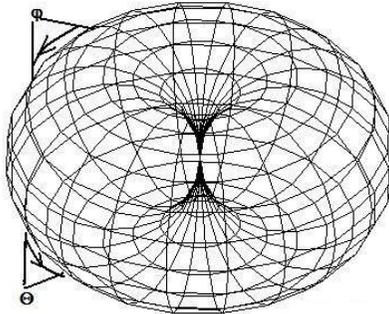


Diagram (Wikicommons) of the multiverse with two localization angles which may be used to pinpoint parallel universes within it.

In physics, the fourth dimension (other than the X, Y and Z dimensions we exist in) is Time. Quantum Mechanics and Einstein's General Theory of Relativity, tell us that Time *doesn't have a direction* and what is 'now' can be different for different observers. This means that in theory, in some cases, *there is no restriction to stop us from remembering our own future.*

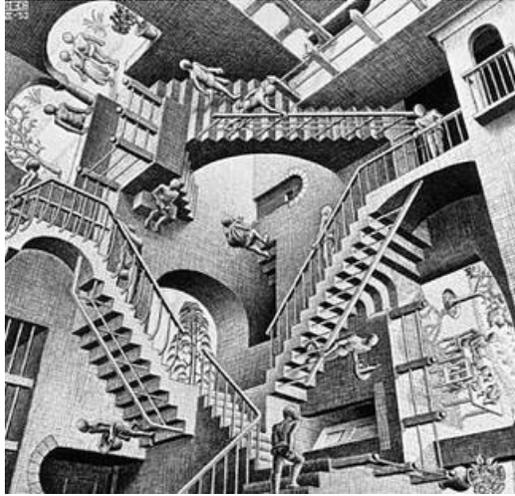


Image: Relativity (Drawing by M. C. Escher)
Fair use, <https://en.wikipedia.org/w/index.php?curid=29612930>

The ancient Greeks called this eternal type of time, '*Kairos*', as opposed to '*Kronos*', which is linear time.

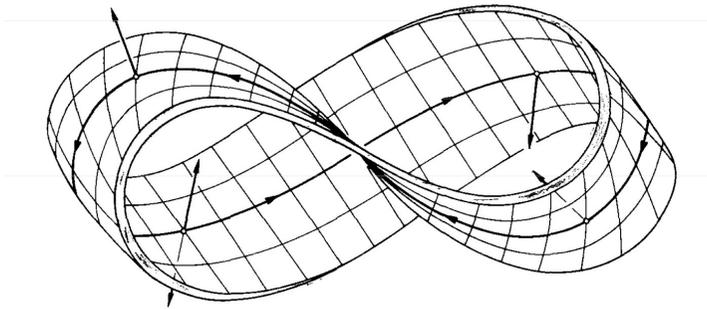


Image: (CC) Möbius Strip symbolizes this mysterious nature of time and the Universe. Within it one cannot consistently distinguish clockwise from counterclockwise turns.

‘Time is a game, played beautifully by children.’

-Heraclitus

Here’s a way to understand ‘Kairos’. When you’re making a phone call and you’re in America and you’re calling Greece. Six hours time difference. Well when you’re making the phone call are you waiting six hours for the person to answer you when you ask them a question? No, because you’re talking to them, they’re receiving it and answering at the same time. Even though there’s six hours and a half a world away. It’s all now, everything is happening now.

There's probably nothing more important to understand if you want to feel freedom, fun and fulfillment in your life; you need to keep reminding yourself this : The past is a memory; it's a thought arising in the *present*...The future is an illusion; it's just another thought arising in the *now*. Repeat this phrase over and over in your mind:

‘What I truly have is THE PRESENT. I am free to choose fear or freedom. Here and now, I am free to create and attract anything I want. I choose freedom, fun and fulfillment.....’

And yet we spend most of our lives forgetting this truth, repudiating it, fleeing it overlooking it, and what’s shocking is that we succeed; we manage to never really connect with the present moment and appreciate the ‘here and now’, because we are continually hoping to become happy in the future...And happiness never arrives, because we keep pushing it away; it’s a moving target.

(The reasons for this were explained in the section about the Reptilian and Mammalian brain in Section 3, and it has to do with survival instincts.)

Think about it, even when we think we're in the present moment, in very subtle ways always looking forward, anticipating what's coming next, this is a survival instinct, as we are always trying to predict what can go wrong.

We're always solving a problem, or trouble-shooting. And that's OK if you are channeling this problem-solving, trouble-shooting habit for something creative. But instead we allow this program to 'override' all situations. If only for a moment you could stand back, and appreciate yourself and your life as you would a magnificent, complex work of art, you would feel free.

The emotional-vibrational state we put around the present moment is important and largely determines our experience of it and what we are attracting-manifesting.

It is possible to in fact experience life more nakedly than this..To experience it without an obvious frame or preconception...

If we pay attention to the present moment closely enough, in a way that we're not doing anything to it...We are just present in the now...in a state of wonder and appreciation, as Socrates and Buddah taught, we will be amazed !

Synchronicity and The Law of Attraction

The Greek roots of this word are syn= together and kronos=time.

'Synchronicity' is a concept developed by psychologist Carl Jung to describe a perceived meaningful coincidence. Jung described synchronicity as an "acausal connecting principle" in which events, both large and small, in the external world might align to the experience of the individual, perhaps mirroring or echoing personal concerns or thoughts. For example, during one of Jung's sessions, while his patient was describing a dream about a scarab, a scarab-like beetle flew into the room.

Most people experience surprising coincidences from time to time. For example, when I met this woman on the bus, who was looking for someone to replace her in her job as a trainer, through,'The Law of Attraction'.

Simply put, 'The Law of Attraction' is the ability to attract into our life, whatever we are focusing on, consciously or unconsciously. Our

thoughts are vibrations, emitting a certain frequency. (See section on brainwaves, above).

In basic terms, the true definition of the ‘Law of Attraction’ can be stated as ‘Like attracts like’. Once the ‘Law of Attraction’ is set in motion, synchronistic events begin to occur, like a ‘vortex-funnel’.

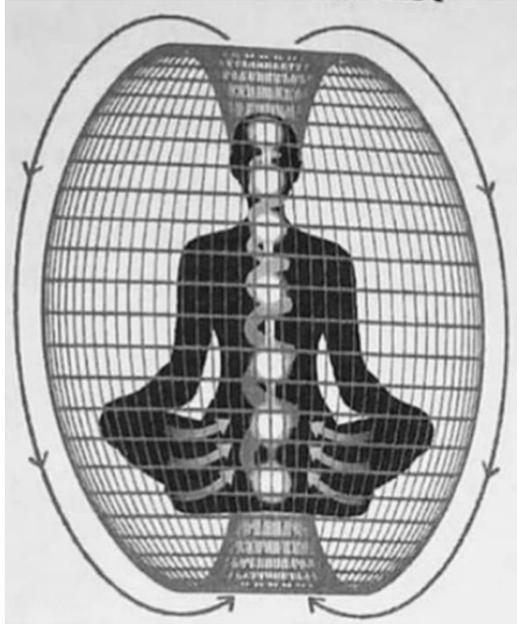


Image: Wikicommons ‘We are co-creating our reality’

I’m Keeping My Promise to You

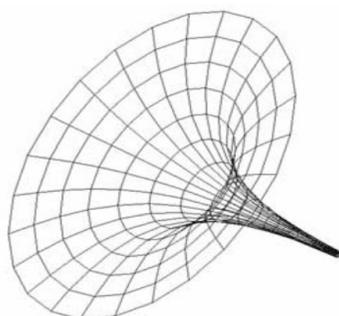
CONGRATULATIONS you’ve read through the book so far. I’m sure it’s been challenging at some points, but you carried on, and here you are. Your effort should be rewarded, so I have a surprise for you. (That’s why I hid it in this section; I wanted to offer it to you in the first chapter of the book, but *only now are you fully informed and prepared to make good use of it.*

Below is the protocol for setting up your own ‘**Quantum Manifestation Funnel**©’ between the Platonic ‘World of Ideas/Forms’ (a Universe where things have turned out *exactly as*

you wished for in your personal and professional life) and your present-day reality. *It will help you to manifest exactly what you really, really want.*

PLATONIC ‘WORLD OF IDEAS-FORMS’

PARALLEL UNIVERSE



3-D line drawing illustration
of a vortex funnel

YOUR PRESENT PHYSICAL REALITY

Image: ‘The Quantum Manifestation Funnel©’

Don’t be afraid to declare exactly what you want and enter it into your ‘vortex funnel’.

Instructions: First, explore two or three possible future life scenarios that you would really, really love to manifest. Be as *specific* as possible. Describe everything in vivid detail:

Where do you want to be living? What will your occupation be? What is your relationship status? Family status? What will you see, taste, smell, feel once you have arrived? By when can it realistically be fulfilled? One year, two years, three years, five years ahead?

Give each scenario a ‘movie-title’ and even a ‘theme song’ (to activate both your right brain and your left brain).

You don't have to write full sentences, just jot down the main points of your 2-3 scenarios on a separate sheet of paper or a computer screen.

Example: *It is January 2025, and I am living and working in Paris, France. The kids are going to the International School. Me and (spouse or partner's name) are really well and in harmony together. My company is making X turnover and has been awarded X prize... My health is great, as I go jogging every day and play volleyball once a week with the team... We go skiing in the Alps once a year, and summer holidays in St. Tropez at our country house. My actions are really making a positive difference to X and so on...*

Then use the Ethos, Pathos, Logos filters to figure out the most ideal scenario:

ETHOS

1. Does it reflect my character, my core values ?
2. If not, Where exactly does it deviate, and what effect will that deviation have on my integrity, prospects, and overall life experience?
3. Does my choice have integrity? Be positive here, but also realistic. Remember: 'To thine own self be true.'
4. Am I ready to change my life, if that's what it takes to achieve this scenario, and will I be happy to do it? Am I ready to receive it?

Now the last question: who will your vision make you become? What does the vision do to you, the protagonist and star of your film scenario?

PATHOS

1. What undesired changes must I make that go against my grain, desired lifestyle or way of doing things? Does it take me out of my comfort zone? Am I willing to do this?
2. What is my greatest fear, concern, discomfort or uneasiness about this scenario?

3. What other emotions does it inspire in me?
4. What do I really love about this particular scenario?
5. Will this scenario really bring more meaning to my life?
6. On a scale of 1-10, how excited or moved am I about this scenario? It should ideally be something like **HELL YEAH!!!** to create the right *vibration*.

LOGOS

1. Does this scenario actually raise my quality of life? And if so, how?
2. What does this scenario mean for me financially? Do I have a clear understanding of the consequences or do I need to do more research?
3. What things, situations, lifestyle habits will I need to change? (Make a list.)
4. Who will these changes affect except me? (i.e. family members, friends, main stakeholders.)
5. Whose approval or consent do I need to proceed and will this be easy to get?
6. How large of a disruption will this scenario cause in my present life?
7. Do I have a clear plan or strategy? What are my milestones?
8. Does it depend on external circumstances or do I have reasonable control over the process? How do I minimize risk?
9. What are the greatest obstacles for manifesting this scenario and what possible solutions or answers are there for these?

You need to have good answers for these questions, otherwise they will come back to haunt you, and you will be filled with self-doubt. Answer with seriousness, responsibility but also be open to your imagination and intuition. Once this filtering process is complete, it will be easier to select one of these scenarios, as the most ideal and compelling one that you really, really, really want to manifest.



Select the *Best Scenario*

Write down the title of your scenario as if it was a movie.

In order to also engage **the right side of your brain** in manifesting this scenario it's recommended to make a visual representation called a 'vision board'. You can do this by using photographs and sticking them onto a collage, or making a slideshow on your computer. Even better is to use audio-visual software to create a 'motivational mind-movie', complete with inspiring, upbeat, empowering music and titles.

Apply your imagination with role-play. For example: Some of my clients have created a *mock interview* of their future-self by a reporter from a news network, who asks you about your future life and accomplishments, *as if they have already occurred*.

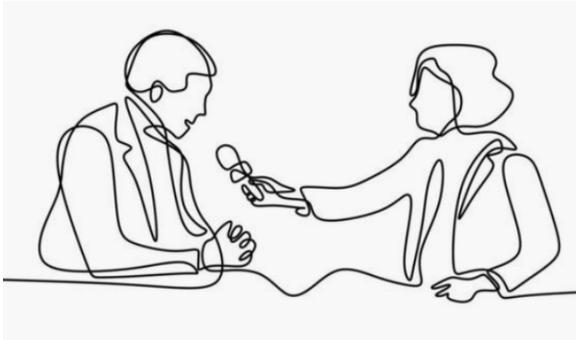


Image: Pencil drawing by Alkistis Agio

There is no perfect way to do this—have fun with it. The point is that this process will empower you, as well as allow you to 'reverse engineer' details and consequences that you may have missed. Ideas and solutions will come to you during this mock interview. For example:

Reporter: 'You're living in the south of France now, and own your own restaurant... How did you raise the capital?'

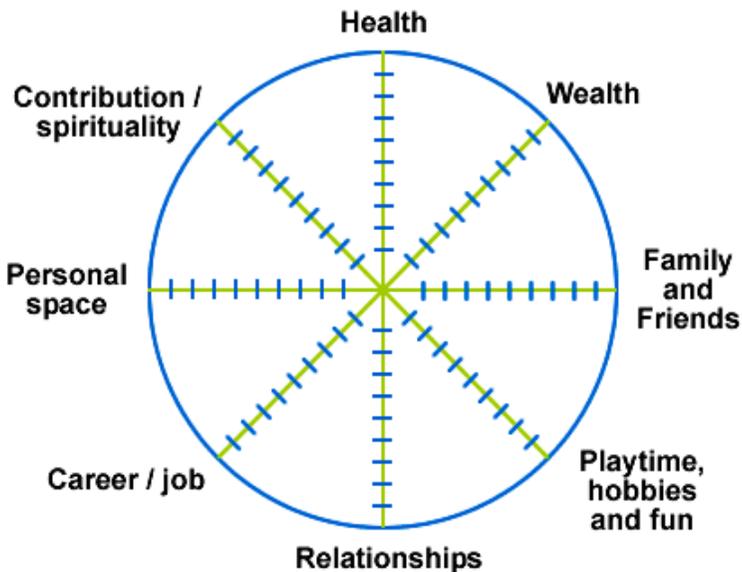
You: ‘ It all just happened so naturally, I met the right people when I was ready with my concept and business proposal.’

When completed, it’s recommended you watch this video once a month to *remind yourself* of your ‘inevitable future’. While watching the vision board, slideshow or motivational mind-movie, try to imagine that you really are in the scene by engaging all your senses (and *emotions*). This way you’ll connect on a *vibrational* level.

If it’s too complicated for you to do this roleplay, or you may prefer, simply *write* an interview of your ideal future self in question-answer form. *What will be the headline of the interview ?*

Allow yourself to freely envision your ideal future. The *more vividly* you can fantasize the *better*.

Make sure to include all areas of your life. Here is an example:



The Most Important Thing

The most important thing is to focus on the *feeling*, the *vibration*. How will you be feeling when this all occurs in reality?

Below is a list of thoughts that you will most likely be thinking and feeling when your vision was manifested:

- *Oh my God !*
- *It actually happened even better than I believed.*
- *I feel free !*
- *I feel happy!*
- *I feel grateful !*
- *I love my life !*
- *I f***ing LOVE my life!*
- *I appreciate everyone and everything in my life right now!*
- *I'm surrounded by friends, family and collaborators who I can share all of this with!*
- *I am radiant and I have radiant health!*
- *I have so much wealth now*
- *Wealth is flowing to me and from me.*
- *I'm rich in so many ways !*
- *I have forgiven everyone !*
- *I have it all !*
- *I appreciate all the ups and downs of this crazy space-odyssey on Earth!*
- *Looking back, I see the important lessons that all those difficulties were on my path for !*
- *I made it !!!*
- *Things turned out even better than I had ever imagined !*
- *I want to keep on going on this magical, mystery space-odyssey!*
- *Now, I understand that all along, it was about loving and believing in myself !*
- *Now, I understand that all along, it was about caring for and forgiving others !*

- *I understand that before I was born: I chose to go on a space-odyssey on Earth to expand my consciousness through freedom, fun and fulfillment.*
- *My life is the best virtual reality game ever designed. It's a hundred percent tailored just for me, so I can grow and expand beyond pain, anger, fear and resentment through freedom, fun and fulfillment*
- **THANK YOU! THANK YOU! THANK YOU!**

Pay attention to the emotions that come up in you as you say these statements out loud. Become aware of how your whole vibrational state is transforming.

This is the vibrational state that you want to remember and recall; you don't have to remember the details of your vision, only the vibration, how it makes you feel.

 **Try this now**

Open your mouth and simply make a sound that expresses that feeling of relief, joy or excitement that you may be feeling... It may be something like *AHHHH... or.... HOME... or YIPEE... or ... LALALA... or.... YAHOOO.... or WOOHOO.... or AHMEN... or.... HALLELUJAH !* (Note: There's no right or wrong here; as long as leaves you with a positive, uplifting, empowering, pleasing feeling for you. Some people say it's like orgasm. Try it several times until you feel wonderful.)

 **Write your empowering vibration/sound(s) here**

.....

Greek words that describe this state:

'Euphoria' : *Eu* = Plus, Positive, Full; *Phoria* = Bringing Forth

'Ecstasia' : *Ec* = Outside Of; *Stasis* = State, Mood

'Eudaimonia' : *Eu* = Plus, Positive, Full; *Daimonia* = Spirits

The vibration(s) are the key to opening up your ‘vortex-funnel’.

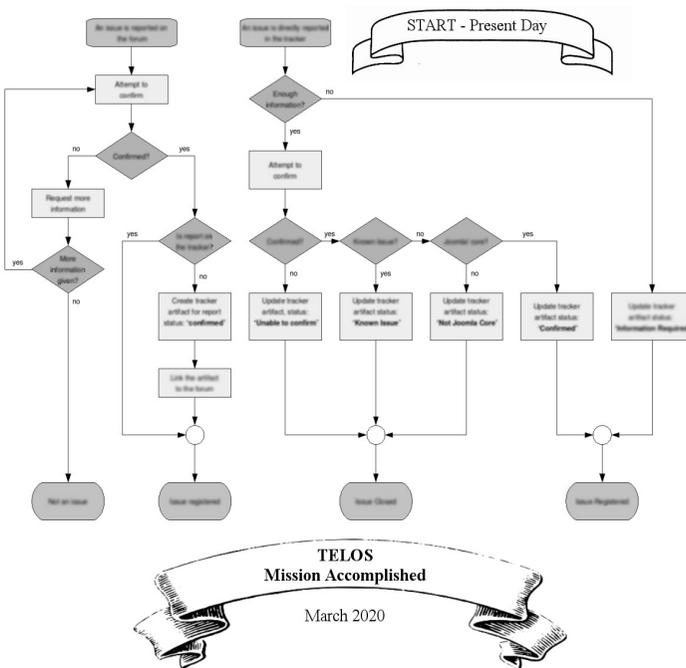
It will transform your energy/vibration starting *today* and will begin attracting the reality you really, really want.

You won’t feel as stuck when things get tough, because *you have already visited your future*, and you know that ‘It’s already been done.’

Now, a small voice may still be nagging you, *So, just like that, you will manifest it, without any plan? You think it will all happen through a ‘miracle’?* You don’t have to ignore that part of you. Embrace it !

Plot Your Path on a Flow-Chart

Plot out the path towards your vision by creating a flow-chart on a whiteboard or on Excel. Here is an example of what your flow-chart may look like:



Start at the bottom, at the ‘Mission Accomplished’ because we always should begin with the end in mind, and reverse-engineer the major milestones you imagine, working your way up to your ‘Present-Day’ situation.

The purpose of the flowchart is to help appease your doubting self. You create a probable *road map* to get from one place to the other by setting milestones along the way. Include the specific dates they have to be accomplished by. This will divide the process into smaller, achievable tasks that will eventually lead to your end vision.

Now when that’s done, you can get back to activating your ‘funnel-vortex’ to connect this Ideal Future Universe. How? Simple:

Daily practice of the ‘***Rapid Transformation Protocol*** ©’

EPILOGUE

My Big Fat Greek Eat Pray Love Odyssey (Part 2)

It's time I honor my promise to you that I made at the beginning of this book, about sharing with you, how I manifested my soul-mate. I hope it can offer you some inspiration, especially for those of you who are having difficulty finding the love of your life...

My story picks off where I've been working in Italy, in a job which I really, really love. One day, I decided to visit my sister in Germany. There, through her social circle, I meet 'Hans', a handsome man who is a few years younger than me. He's a descendant of Prussian aristocracy and heir to a pharmaceutical company. He has a passion for ecology and sustainability. We get along beautifully... *'I can teach you how to ride, my mother collects and trains horses for a hobby.'* How could I resist? We enjoy the summer, with classical music, horses and picnics. In the Autumn, we move in together in Berlin.

I find work as a management trainer for a big company called AOL. Hans is finishing his master's thesis in sustainable architecture. Often, he tells me of his vision of designing a sustainable community somewhere sunny, maybe even Greece... He has a desire to create a modern 'utopia'. In response, I remind him that 'utopia' is a Greek word, meaning '*no-place*', but I would gladly join this project, as I could lead workshops there.

It seems the timing is perfect, as my sister and her (then) husband, 'Mikael', also expressed the interest in founding a place that's 'off the grid', with the vision of sustainability, mindfulness and voluntary simplicity.. As fate would have it, a friend emails us about an estate for sale on the island of Evia. The place is located on a fertile plateau, overlooking the Aegean sea. It all looks idyllic to us in the photos.

The estate is a former mulberry and olive plantation with several natural springs. There are also some ruins of an abandoned village that's over two hundred years old. Since the buildings were in ruins, our plan is that we would live in our 'sahara-style' tents, while we worked together to renovate one of the old houses. We decide to put our funds together and purchase the plot, without having visited it. Besides, the area is known for its dolphins - and we all loved dolphins...It all feels right.

In Spring, we arrive by jeep on Evia full of expectation. As we approach the area, we are *shocked!* The cliff-hanging road leading to this very isolated place is treacherous. The old houses are in a *much worse* state than we had imagined. The place has giant spiders, scorpions and deadly snakes. Weeds are waist-high, so we can't even see the ground... There's *only one spring* of water on the whole land which is actually flowing; we have to carry the rest from a neighboring source. It's very windy here, as the property is north-facing. Internet reception is almost non-existent. The beach, although filled with amazing caves and clear crystal water, is not at all easy to access; it's a forty minute hike. We're all disappointed but proceed with our plan; we have to survive here in this wilderness. We pitch our large tents and begin working feverishly to make this place safe and livable.



Life is very challenging for we four founders. Our day starts at 4 am. working through until dusk. A new life begins for me; six month periods of working in nature on this Greek island and six months as a free-lance management trainer in Berlin.

As our settlement slowly develops, with the help of visiting volunteers from around the world, I come to appreciate this off-grid living, to un-plug in nature, to feel the wind, to eat organic food, to swim with dolphins, to drink pure spring water...The view is jaw-dropping every day... The tents are furnished, but it's still not 'glamping'... Everything is done by hand; I'm washing the sheets, I'm carrying water, I'm shoveling, I'm planting, I'm building. I'm chasing snakes off the terraces. I've cut my hair very short so that it's easier to work and so that I don't catch fleas!

Eventually, Hans and I decided to live there all year round to really make our project work. Sometimes I feel like I'm in an episode of the American saga 'Lost', where the survivors of a plane-crash find themselves stranded on a deserted island; I'm starting to get *very tired* of living in such an isolated place in the wilderness full-time in tents.



Image: Joining hands to harmonize our energy at 'AKADEMIA ELIKON' always, before, during and after work.

Even though things are beginning to manifest outwardly, there's a growing uneasiness, now that we have to seek funding for our project; It seems that each of the four founders has a different view of what this settlement should develop into.. We have endless sunset

meetings, trying to integrate our conflicting visions, which simply end up in deeper disagreements. We're going around in circles. Hans and I decide we must leave this place, but it's also clear that we have to separate; He wants to go live in Australia, where his brother lives, and I want to stay in Europe.. I return to my management training work in Germany; *broke, disillusioned and worst of all - heart-broken.*

During those cold, rainy nights in Germany, as a way of giving myself motivation and encouragement, I begin writing a book called... "*You Can Realize Your Dream*"... Just for laughs, I send the manuscript to a few publishers...To my surprise, Cosmos, an American publisher from New York loves it and sends me an advance! My books hit the shelves of every major bookstore in the US! It's not a New York Times bestseller, but I'm so happy anyway.

With the publisher's advance, I begin to dream of a brighter future. Every evening before going to sleep, I replay this scenario my mind: "*I'm living next to the sea in Greece, with my soul-mate...We are deeply in love. I'm the host of a TV show about personal development. I've completed a Master's in Psychology and a Phd in Philosophy. People from all over the world send me their life-questions and I'm helping them find solutions...*" During those nights, I sometimes remembered Dimitris, who I had fallen in love with back when I was sixteen...

When I turned thirty-five, I take a trip to Greece, and finally make amends with my father; He's so proud of who I've become! While I'm there, I call up Dimitris too... To my surprise, he's *still* single, and *still* fishing. Only now he owns a fleet of fishing boats... He confesses to me that he's been thinking about me all these years. "*You were the only woman who truly understood me.*" This time things fall into place *easily*; we fall in love, move in together, and get married within two years. We have a '*Big Fat Greek Wedding*' with over five hundred guests.

Since 2004, we've been living in peace and harmony together on 'Rabbit Island' in Greece. I've been producing episodes for 'AlkistisTV' on YouTube and offering online webinars, that have brought relief and inspiration to over 1.5 million people so far. The project on Evia continues to attract people from all over the world each summer. I produced my first short film, "*From Fear To Freedom*" that was aired during the World Wellness Weekend in 2022 and streamed by millions of people. It feels so wonderful to be touching so many lives...I can honestly say that I *did* get what I *really, really* wanted both in my professional and personal life... I'm so eager and excited to receive and share *much, much* more!

Now, you may be wondering, is everything perfect now ?

Today, I appreciate the 'small' things in life like running water, an internet connection and a washing machine for my laundry...I'm still a person who has good days and not-so-good days. The difference now, though, is that I'm no longer controlled by my moods and fears. They don't shape my life. I trust the journey. I've acquired perspective, so I don't have knee-jerk reactions or take things personally anymore. I'm no longer resentful, blaming others for things not going my way. I know how to transform my circumstances into love, compassion and fuel for my creative energy. I'm able to harness my thoughts and emotions, so they're working *for* me, not against me. I'm living a life of meaning and purpose. I'm no longer a prisoner of my mind's limitations. I feel free..

If I were to go "back" in time, and speak to my younger self I would say, in a nutshell, "*Put your dream into your **Quantum Manifestation Funnel**...Move forward with your golden compass GPS (**The Rapid Transformation Protocol**) in hand , and you will get what you really, really want.*"



Image: I never imagined that I would do a TEDx talk in India.

What we all *really, really* want is happiness and fulfillment. Along my path, I realized that these were always in my hand, they never depend on something outside of me.

Sending you my love from, Greece. Sincerely, Alkistis

PS. Let's Stay In Touch

If you'd like to stay in touch with the good vibrations of *The Alkistis Method*©, you will find details and links to lifelong learning opportunities at the end of this book.

If you feel that you have benefited from reading this book, please send your testimonial for use on my website, www.alkistis.net/testimonials.html and also on **AMAZON**, so that it can also inspire many other people also. Here are some examples:

Alkistis, I recommend your book, especially during our times where people have lost meaning and purpose. Greek philosophy has much to offer to modern people.

- Dr. Drew, American TV Personality

Dr. Agio, you're an expert in transforming fear into freedom and that's pretty amazing that you're helping so many people overcome their fears!

- Priscilla Presley, ex-wife of Elvis Presley, Actress

Dr. Agio, I want to congratulate you on your amazing book. I hope it will be a great success!

- Nadia Comaneci, Olympic Gold Medalist, Gymnast

Dr. Agio, your book will be comforting and helpful to so many people. Congratulations!

- Bo Derek, Hollywood Star

A wonderful and important book! Dr. Agio revives the best of the ancient, classical wisdom of Greek Philosophy and shows how and why it is just as practical to help us live well today as it was two millennia ago. This book is a must read for anyone looking for permanence and meaning in a world of transience and superficiality.

- Alexandra O. Hudson,
Researcher & Adjunct Professor,
Indiana University

Whether you are an athlete, an investor, a writer or an entrepreneur, Greek Philosophy will open the door to a healthier, less anxious and more productive life and career.

-Arianna Huffington, CEO of THRIVE Global

The Dr. Agio Method provides both philosophical and practical approach to hone your skills of Self-leadership. This Method offers a full spectrum of view points, from Aristotle and his philosophical teachings in ancient Greece to best techniques in training your brain through NLP.

Raz Choudhury
CEO, SAM.AI
Artificial Intelligence
New York, USA

*I found The Dr. Agio Method to be informative, inspiring and practical. In a non-stop world, we so often don't create the time to consider why we are doing what we are doing!
The Dr. Agio Method calls up the very oldest philosophies to create some perspective, in the information age.
An extremely worthwhile read.*

Lawrence Bernstein
Speechwriter to the British Royal Family
London, England

I find The Dr. Agio Method to be enlightening and practical. There is a wealth of useful information and exercises that assist one to reflect on simple questions which we usually shy away from, forcing one to face our reality. It gives us the necessary tools to achieve an understanding of oneself and our strengths.

Katerina Ferentinos,
Wealth Management, Merrill Lynch, New York, USA

Alkistis is a very inspiring coach and trainer.

Paul Efmorfides,
Founder of COCO-MAT, Greece

Alkistis has a unique, enlightening perspective.

His Excellency Abdelhadi Alkhajah,
Royal Family, United Arab Emirates

The method of Dr. Alkistis Agio resonates deeply with me... The virtues and character traits such as Honesty, Truthfulness, Integrity, Courage and Industriousness that are enshrined in this method, are all familiar values which the United Nations proudly represents on a global level.

Maria-Threase Keating, UK Country Director,
United Nations Development Programme

About The Author

'Alkistis you are a hero to me. I hope you see me as a representative of your book. You are a modern Greek oracle.'

- Steve Wosniak, Co-founder Apple computers.

Dr. Alkistis Agio Inspirational Speaker (TEDx), Philosopher, Creator of 'The Greek Oracle' App, Author, Filmmaker

Since 2007, her webTV shows, books, seminars and guided meditations have brought relief, wellness, empowerment and inspiration to over 1.5 million people. Her signature method towards self-liberation, The ALKISTIS Method© is an integration of Greek Philosophy, Neuroscience and Quantum Cosmology, distilled into several self-transformation exercises.

Many VIPs have recommended her work including Steve Wosniak (Apple co-founder), Dr. Drew (American TV Host), Nadia Comaneci (Multiple Olympic Gold Medalist), Jason Silva (Filmmaker, Philosopher, American TV host), Pricilla Presley (Actress, former wife of Elvis Presley) and Arianna Huffington (Publisher, Author).

Of Greek origin, she grew up in Montreal and has worked in Italy, France, Germany, Greece, the United States and the United Arab Emirates. She speaks five languages.

Alkistis first studied International Banking at the Chartered Institute of Bankers in London and worked in corporate finance (Barclays) and later transitioned to her second career, by earning a Master's in Integrative Psychotherapy from Middlesex University and a Doctor of Philosophy. She has studied neuro-coaching with Anthony Robbins and has served as a trainer for the Dale Carnegie System for several years before developing her own method, based on Greek Philosophy.

For over 15 years, 'AlkistisTV: Wisdom, Wellness, Wonder' books, seminars and guided meditation films, have brought relief, wellness,

empowerment and inspiration to millions of individuals all over the world.

Clients include some of the largest companies in the world, where she has trained professionals (in person and via online courses) to transition from anxiety and anger to calm, confident self-leadership.

In 2019, she co-hosted a historic event, 'STOICON', the first international conference of modern Stoics in Athens, Greece.

Her work has been featured on CBS, The Sunday Times and Washington Post, CNN, FOX, ALJAZEERA, NBC

Books:

- Thalassa, The Spirit of The Mediterranean* (Self published)
- You Can Realize Your Dreams* (Cosmos Publishers New York)
- The Answer is Within* (Kedros Publishers)
- Greece's Secret Energy Gates* (Kedros Publishers)
- Happiness Now* (Fereniki Publishers)
- Euphoria* (Amazon)
- From Fear To Freedom* (Amazon)

Film: '*From Fear To Freedom*' (Got a distinction at the Delphic Film Festival in 2022)

Links to Lifelong Learning

“*Gyrasko diae pola didaskomenos*” (**Greek:** γηράσκω δ' αἰεὶ πολλὰ διδασκόμενος) — “*As I grow older I keep being taught new things*” a quote by Solon the famous Athenian lawmaker (whose legal work was the basis for Roman law) showing the philosopher's way of being always inquisitive and open-minded.

I. **The Alkistis Method® E-Learning Course**

Your personal odyssey of self-reflection begins with the basic online course led by Dr. Alkistis Agio, filled with both written and video-explanations of each *exercise*. On-demand lecture videos, practical exercises, discussion forum, real-world homework assignments and self-reflection practices.

http://www.alkistis.net/e_learning.html



II. **Exclusive Seminars In Greece with Dr. Alkistis Agio.**

If you liked reading this introduction to The Alkistis Method®, but you would like to do the *exercises* in Greece and participate in one of the exclusive quarterly retreats in Greece for up to 12 participants at a time.

www.alkistis.net/groups-greece.html

III. **Ask the Greek Oracle App & Cards®**

Think of your most pressing problem. Consult the "Greek Oracle" app or cards. They are filled with strategies and inspirations based on Greek philosophy. For a FREE trial version of the app and access to the cards look here:

www.alkistis.net/greekoracle.html

IV. **Follow Alkistis Agio On Instagram & Facebook.**

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V. **Leadership Trainings For Your Organization.**

'The Alkistis Method®' is an eclectic series of seminars that have been created for you to develop competency in effective communication, self-management and human relations skills. It is based on an integration of Neuro-Linguistic Programming, Cognitive-Behavioral Methods, Neuroscience and ancient wisdom, specifically for modern managers.

Series of Eclectic Seminars for Leadership Development that can be tailored to your organization's needs.

<http://www.alkistis.net/leadership-training.html>

VI. **VIP Coaching-Mentorship Programs**

Overcome your greatest fears and weaknesses with the exclusive, private one-to-one sessions with Dr. Alkistis Agio.

Fill out this application form:

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VII. **'Golden Medallion' of the The Alkistis Method®**

Since ancient times, jewelry has been used for raising awareness and for *triggering* empowering 'states' of consciousness. The Golden Medallion is based on *Ethos*,

Pathos, Logos and can be used as a mechanism or device for 'triggering' your imagination and your capacity to envision your future more clearly...

www.alkistis.net/medallion.html

VIII. **'Fear to Freedom' the Film**

This film offers you a guided journey to the mythical 'paradise island' of *Eudaimonia*, where you will experience relaxation and healing. It will become your escape, your secret hide-away and will offer you the gift of transformation.

<https://www.alkistis.net/freedomfilm.html>

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