

**\*\*\* Free Summary Introduction \*\*\***

**INCLUDES:**

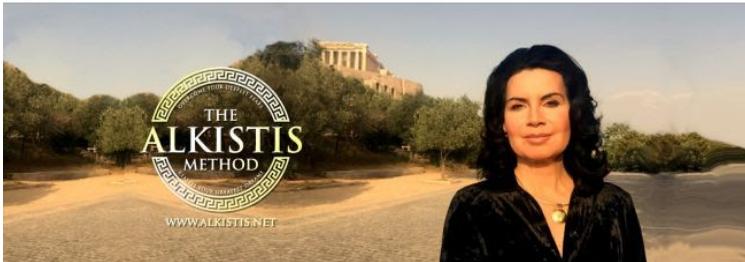
- A Short **Introduction** To The 3 Golden Principles of Greek Philosophy To Transform Fear, Frustration & Anxiety to Calm, Confident Self-Leadership.
- A Sample **Exercise** From the Book.
- A Relaxing **Guided Meditation**.

[www.alkistis.net](http://www.alkistis.net)

## Introduction

***“No person can lead others, who cannot lead  
themselves.”***

**- Socrates**



What would you do in your life right now, if you knew you couldn't fail?

On the outside, you may appear strong, successful and confident. But on the *inside* you often feel frustrated and anxious. You're overwhelmed by life's details, problems, options and considerations. You still don't have the freedom and fulfillment you long for. You feel trapped by your own fear in a vicious cycle.

You try to manage everything, but there's a tightness in your heart, you feel stuck and paralyzed by indecision; you feel like a prisoner of your own thoughts and habits...

You lie awake at night upset, thinking, *“Is this all there is?”*, *“When can I have fulfillment and freedom?”* Something deep in your soul is trying to tell you something, which you are either too afraid to listen to... Or you know *exactly* what you want, but you don't have the courage to change your situation.

You think to yourself :

- Is it too late to have what I really, really want ?
- How can I break free from my limiting beliefs and fears, so that I can find fulfillment and freedom?

***“I want to break free!”***  
***- Lyrics from song by Queen (Rock Group)***

These are not new issues. People have been facing them for thousands of years. From royalty, to doctors, priests, artists and laborers, the fears that people have faced have been essentially the same throughout history, because we are all humans, with the same needs, thoughts and emotions.

And they found ways to deal with them.

Greece is where the philosophy of the Western World was born, starting with Thales the Miletus (624 BC -545 BC) and progressing to Socrates, Plato, Aristotle and many more.

The Classical Greek philosophers ( 510 BC – 323 BC ) had one goal in mind - to answer the question of **what is the best way to live? How can we thrive, flourish and ultimately to find fulfillment, here on Earth, during our lifetime, not afterwards?**

Instead of dogma and answers, their method of *asking critical questions* and daily mindfulness meditations, are as relevant today as they were back then. It's their insights, practices and methodologies that we will examine in this book, to help us to grapple with our own fears and challenges of life. The principles and practices of Greek Philosophy have withstood the test of time and have come shining through, to empower us all, here, today. .

The Greeks applied .

***" The Truth will set you free."*** (Greek: Η αλήθεια ἐλευθερώσει ὑμᾶς .)

Are you ready to free yourself from your deepest fears, and unleash the best version of yourself? Are you ready to understand what's important and make - decisions that will lead you to authentic success, fulfillment and freedom? If so, then you're at the right place, at the right time.

Where do you begin?

The answer has always been one - **Self-Leadership**.

Self-Leadership means having:

- A developed sense of *who* you are, *where* you're going, and *what* you want, as well as...
- The ability to formulate a *strategy* and *influence* and *inspire* yourself and others to follow it through.

Self-Leadership is probably the most important skill you can ever develop as a person and as a professional.

But it's not that simple.



Image: Odysseus and the Sirens. (Source-Wiki Commons)



The importance of self-leadership has been taught since the beginning of history, when the ancient Greek sages recited *The Odyssey*, the story of King Odysseus setting out on a journey to return to his homeland after the end of the Trojan war.

He famously faces countless dangers and hardships - monsters like the Cyclops, the Scylla and Charybdis, enchantresses like Queen Circe and the Sirens, but he never loses hope or focus, no matter how big the obstacles, because he knows what he wants. He wants to return home to his wife and family. To his kingdom.

It doesn't matter that the gods, the winds and the sea are all against him. He conquers his demons, adapting to changes, keeping his course, fighting through storms and monsters, to the very end, **because his goal is clear**, virtuous and heartfelt, and it gives him the strength and purpose he needs.

***“The first and greatest victory is to conquer yourself; to be conquered by yourself is of all things most shameful and vile.” - Plato***

In a moment, I will reveal to you one of the most powerful methods in the world for self-leadership, based on ancient Greek philosophy. But first, I would like to share some of my journey with you. I promise, I will be mercifully brief.

## **How I Stumbled Upon Greek Philosophy**

Growing up in Canada, I was introduced to Greek philosophy by my parents, especially my father who was born a Spartan, and wanted his children to connect with their Greek heritage.

Instead of fairy tales like Cinderella and Sleeping Beauty, my father would read us bedtime stories from Aesop's Fables, The Iliad and The Odyssey.

Fast-forward to when I am about 22 years old. I have graduated from the Chartered Institute of Bankers in London and I am working at an international British bank in Athens. On the outside, I seem to ‘have it all’; an executive position with a good salary, luxury travels and friends in ‘high places’. On the inside however, I feel *frustrated and anxious* about my career path. Why? Because I’ve chosen banking mainly to please my father, the CEO of a major bank. I don’t like it and the realization that I will have to do this for the rest of my life causes me stress and anxiety. Whenever I express my doubts about my work and my deep interest in psychology and philosophy however, my father taps me on the shoulder and says, “*My dear daughter, life is harsh and you should keep your safe, practical job no matter what....*”

Ignoring my inner truth, I stay on, feeling trapped like a hamster on a treadmill; I start being moody and irritable, my friends call me a ‘Drama Queen’. At work, I’m unmotivated and it begins to show in a series of mistakes, arising from my negligence and lack of focus.

All these mistakes reach a climax one day; I’m called in to do an important presentation in front of the board of directors, for which I’m not sufficiently prepared. I muddle through, but in my own eyes, my performance is so bad, I am so ashamed and angry at myself, that at the end of that day, I face my deepest fears and **hand in my resignation.**



Did things get better after that? Of course not. They got much worse. I had a dramatic argument with my father, who expressed his anger, disappointment and conviction that I was making a grave mistake in letting go of a promising career. He ousted me from his house, saying what amounted to “*Tan I Epi Tas*” the ancient Spartan motto, ‘*Return as a victor or upon your shield*’.

Looking back at that moment though, I believe that it was *the best lesson* my father could have taught me. He cut me loose and I had to stand on my own and look at my life in harsh, unforgiving terms. I was deeply shaken, but determined to go my own way. Without a plan, I left Greece with my meager savings and backpacked through Asia Minor and Europe.



(Image: Alkistis  
Walking through  
Cappadocia, Turkey)

Soon, my money ran out and I had to find work in various low-income jobs like waitressing, temping, yoga, etc. I even tried creating my own businesses, but these ventures left me in debt.



I lived with constant fear and anxiety about money and my future. I had no purpose and no direction. It got so bad that finally, I couldn't take it any longer - I decided to return home, to Greece, with my head down, face my father and ask for help and forgiveness. This was the lowest point on my journey, as I felt ashamed to admit to him that I had been wrong.

Then, as I was on my way to get my return plane-ticket, I met a woman on the bus, who was working at a top leadership-training company teaching communication skills.

By a freak of luck, she was leaving her position and looking for a replacement. I told her my story and she hired me on-the-spot! It was a breakthrough for me. I loved my job, & people told me that I was very good at it.

Not only that - the founder, Dale Carnegie, was an ardent admirer of Greek philosophy. In his famous world-wide bestseller "*How To Win Friends & Influence People*", he devotes a whole chapter to Socrates, openly admitting that he borrowed his ideas from the Master of Greek philosophy:

***"The ideas I stand for are not mine.  
I borrowed them from Socrates...."* - Dale Carnegie**

I had finally found my rightful place in life. A place where I could be happy and thrive.

Now, why did I just share all of this story with you?  
Because it's a **great example of what you should never do.**

I was *lucky*. Making such 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 destination or a GPS and then just driving off... A cliff, usually.

What if I told you though, that there *is* a type of GPS that can help get you to a place of thriving, happiness and freedom? A GPS inspired by the works of Socrates and Aristotle.

As mentioned above, through my work in leadership training, I was introduced to the works of the ancient Greek philosophers. They were eye-opening. One in particular stood out to me - Aristotle's timeless manual on the Art of Persuasion: "***The Rhetoric***".

In it, Aristotle explains that there are three basic 'traits' an orator, a leader, *anyone like you and me*, must develop in order to influence and persuade others.

1. **Ethos**, which addresses the truth, credibility and integrity of the speaker.
2. **Pathos**, which addresses their emotional intelligence and use of imagination.
3. **Logos**, which addresses the logic, reason and common sense of their arguments.

Over two millennia after he wrote it, Aristotle's system is *still* the cornerstone of modern leadership skills training; His system is taught in MBA programs at top universities like Harvard, Stanford, Columbia, Yale and INSEAD. It is through Aristotle that the world's top CEOs are initiated into the **priceless 'Art of Influence and Persuasion'**.



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BROWN



COLUMBIA UNIVERSITY  
IN THE CITY OF NEW YORK



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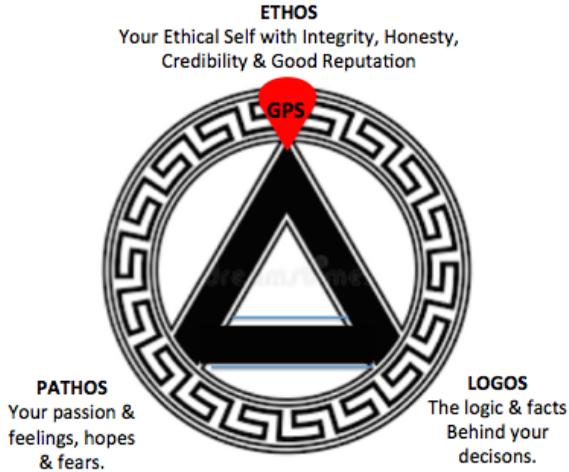
PRINCETON  
UNIVERSITY

As I taught Aristotle’s method, I began to realize, there is another dimension to these 3 principles; like a treasure hidden in plain sight.

**Ethos, Pathos and Logos can serve** as a golden ‘compass’ or G.P.S. **to lead ourselves.** To help us navigate through **our own** life’s endless challenges with stoic calm and certainty.

As we’ll see in the next chapter, by applying them, we can attain Self-Leadership, and take charge of *ourselves* and *our* lives.

This realization that Aristotle’s method for leading others could also be applied to leading one’s self, transformed my way of thinking. It was the tool I wish I had when I started out on my chaotic, desperate and dangerous journey. And interestingly enough, it *does* look like the “shield” my father told me to return with!



Today, The ALKISTIS Method® seminars, training, and e-courses are offered to both companies and the public at large, all over the world, demonstrating how these golden principles can transform frustration, anger and anxiety into calm, confident self-leadership.

So... are things ‘perfect’ now in my life?

Not really. 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 them. I’ve acquired something I never had before: perspective. And with that distance I am able to study myself and the dynamics involved.

I used to just fall into moods, wake up to find myself drowning in the middle of them. Now I stand beside myself and examine them.

*“Yes I am feeling this, but why? What's it trying to tell me and is it true ?”*

I’m mindful of my (few and brief) toxic moments if they ever come. I know what provokes them, what irritates them, and how to soothe myself to recover my energy quickly.

I’m not perfect, far from it. No one ever is, and according to the philosophers, you shouldn’t aim to be. All you can aspire to is to be a good “*prokoptōn*” (one who is making progress) and get as close as possible to being able to say:

- I’m no longer ruled by bad moods.
- 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.



Alkistis appeared on popular TV shows, became known as “The Positive Energy Coach” during the financial crisis, inspiring and motivating millions of Greeks.

Dear Reader, by reading this book and putting these ideas to practice, I’m certain that you can also be inspired to become the outstanding, radiant, thriving person you truly are.

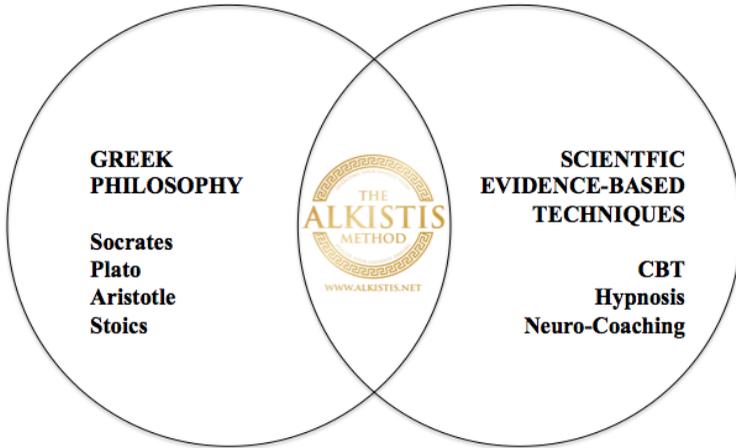


*“The ALKISTIS Method’ resonates deeply with me... The Virtues and character traits such as Honesty, Truthfulness, Integrity, Courage and Industriousness that are enshrined in ‘The ALKISTIS Method’, are all familiar values which the United Nations proudly represents on a global level.”*

Maria - Threase Keathing, UK Country Director,  
**United Nations Development Programme**



**I sincerely hope that you too will be inspired to become the outstanding person you are, on your journey to your *Ithaca*\*.**  
(\*Island-Kingdom in Homer’s, *The Odyssey*)



## OVERVIEW:

**From FEAR to Freedom**, is the book in which my method is fully explained, is divided into 4 sections:

The **first section** of this book is an explanation of the Core Concepts of The ALKISTIS Method®.

The **second section** contains the six basic exercises (also referred to in Greek as “Askesis”) of The ALKISTIS Method®, which can empower you to gain clarity, make decisions, plot your path and program your subconscious to get the results you want.

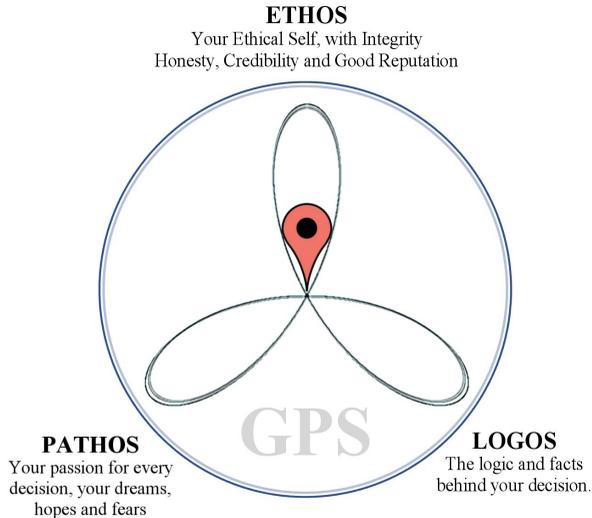
The **third section** contains the Philosophical Foundations, a brief discussion of the philosophers and ideas that formed the backbone of the insights presented in The ALKISTIS Method®.

The **fourth section** ties everything you have learned in The ALKISTIS Method® with the Scientific discoveries and approaches of the twenty-first century, which characterize this method.

## Results You Can Expect with The ALKISTIS Method®:

- Harness your greatest fears and weaknesses.
- Become an influential and effective leader.
- Embody and articulate your values, purpose and vision.
- Make positive, balanced decisions
- Become your most powerful self
- Achieve authentic happiness & success.
- Manage conflict better.

All efforts are directed towards the direction of Eudaimonia - the Greek word for success, happiness, prosperity which is our real ultimate goal. ***In this, Ethos, Pathos and Logos function together like a GPS, an inner compass, to help get us there:***



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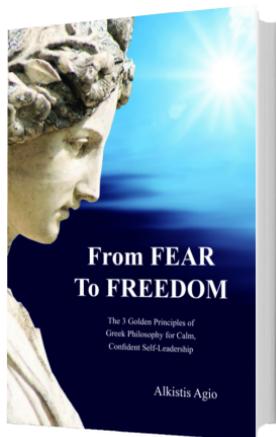
**Now, here's an exercise from my book, so you can try it out for yourself !**



## **AN EXERCISE FROM THE BOOK**

### **‘FROM FEAR TO FREEDOM’**

*Here, below the cover of the book, is one of the 6 exercises ('askesis') included in the book.*



**“THE SOCRATIC TEST”**  
Master Your Thoughts & Emotions

**BACKGROUND:** Managing your *psycho-physiology* is *no easy task*, especially when there are deep seated fears and insecurities. The application of Ethos, Pathos and Logos as ‘filtering system’ for **dealing with unwanted thoughts** is very useful.

This is called the Socratic ‘Elenchus’; (Ancient Greek: ἔλεγχος, romanized: ‘elenkhos’, means. testing, disproof or refutation; cross-examining, scrutiny) We find this in Plato's early dialogues, the **elenchus** is the technique Socrates uses to investigate, for example, the nature or **definition** of ethical concepts such as justice or virtue. In this anecdotal story with Socrates, that even a ten year old child can understand, we will see a demonstration of the way Socrates may have applied it.



It is a warm summer’s evening in ancient Athens, Socrates is taking a stroll to see the sunset over the sea in the distance.

An acquaintance, runs up to him excitedly and says, “*Socrates, do you know what I just heard about one of your students?*”

“*Wait a moment,*” Socrates replies. “*Before you tell me, I’d like you to pass a little test. It’s called the Test of Three.*”

“*Test of Three?*”



*“That’s correct,” Socrates continues. “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 replies, “actually I just heard about it.”*

*“All right,” says Socrates. “So you don’t really know if it’s true or not. 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...”*

*“So,” Socrates continues, “you want to tell me something bad about him even though you’re not certain it’s true?”*

The man shrugs, a little embarrassed.

*Socrates continues, “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,” concludes Socrates, “if what you want to tell me is neither true nor good nor even useful, why tell it to me at all?”*

The Three Filters we must pass our thoughts-beliefs-issues through:

1. **Is it 100% True?**

Represents **Ethos** (Consider: Integrity, Credibility, Accuracy)

2. **Is it Kind?**

Represents **Pathos** (Consider: Feelings, Emotions, Compassion, Kindness, Empathy)



### 3. **Is it Useful?**

Represents **Logos** (Consider: Reason, Practicality, Applicability, Utility, Facts, Strategies)

Now try it for yourself:

**Name:** “THE SOCRATIC TEST”

**Purpose:** Using three ‘filters’ to overcome distressing, frustrating, angering, fear-filled thoughts and beliefs you may presently hold, and keep your mind lean and efficient.

**Instructions:** Bring to mind a particular thought or belief that worries, distresses or angers you, regarding your personal or professional life. It can be a large or small thing.

If the frustrating, angering or frightening event is something you are envisioning in the future, visit and experience that ‘bad’ event. If it happened in the past, revisit and relive the scene to review it and connect with your fear. For example:

The year is 1989. I’m in the living room of my parents’ home. I’m having (the usual) argument with my father about me wanting to leave my job at the bank.

The belief that worries, stresses and frustrates me down deep inside:

*“If I leave my job, he’ll be so disappointed in me. I’ll lose his love and admiration. He won’t forgive me.”*

And what does that mean about me?

*“It means that I’m not worthy.”*

- Ah-ha! So *that’s* the (mistaken) core-belief that I’m still holding about myself.

Now it's your turn; prepare yourself to write down the exact frustrating, angering or frightening thought or belief (in one or two sentences), exactly as it is formulated when you think it. It's a belief that you presently hold about yourself, another person or a situation.

Try not to analyse it. State it simply. It could be something like this:



*“Down deep inside..... I’m afraid that.....”*

(Fill in the blanks.)

And what does that mean about you?

It means that ..... (your mistaken core belief)

***Write down the thought or belief that worries, stresses, frustrates or angers you. (It should be 1-3 sentences long, not more.)***

Now ask yourself:

**1. Is it 100% true?** How do you feel when you believe it is ?

Ask yourself:

- Am I *dramatizing* the situation and overblowing its importance?
- Am I *generalizing* and assuming things that are not 100% true?
- Am I *over-personalizing* and taking offence at things or blaming myself about things that are not really related to me?

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

⇒ YES or ⇐ NO

If you consider it true, to what degree is it true? 100%, 75%, 50%, 25%. Giving a general statement that something is true, may be misleading, if it is only 50% true or occasionally, but not always true.

We often give ‘truths’ a larger power (%) than they are due. If we can demystify it, even for a moment, we loosen the ground upon which it stands. Sometimes, it takes one small doubt, to make the wall start tumbling down.

If your answer is ‘Yes’, try to ‘process’ it, to gauge it’s actual importance relative to your overall goals.

*Imagine: Who could you be if you didn’t have that thought? What sort of thoughts would you have instead?*

## **2. Is it kind?**

Is your thought or belief kind towards **you**? Are you putting yourself down, being too critical? Self reflection is good, but many times we judge ourselves too harshly. We’re all human and we 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 to your mother or your father’s way of disciplining you when you were a child).

Also, is it kind towards the **other(s)**? Look at it from the perspective of the others who are involved. How does the situation look from their perspective? People are not perfect and sometimes they don’t realize it. Have you judged them correctly or are you overblowing it? Remember that the goal is to protect *your* mind. The kindness serves *you*, by ridding you of poisonous thoughts.



***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 (facing forward), or a young lady (facing to the back). (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 to therefore, become a ‘witness’ to your thought-streams and encourage yourself to think thoughts which are *useful*, in order to keep it healthy and productive.

Consider your story, thought or belief. What is the benefit of allowing it to run around in your mind? Does it help you in any way? Who would you be if you didn’t have it? What would your life look like, if it did not exist? Thoughts that don’t pass “The Test of Three” should not be taking space in your mind. A ship does not sink from the water around it, but from the water entering it.

Now take a step back and consider Plato’s advice:

***“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, could you let this story go? (Along with that dreaded feeling rooted in fear?)



Could you release it? 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 like, take three deep breaths, and feel yourself connecting with your Source of strength and power. In this state of connection, could you now imagine letting go of your old story (and the emotion of fear that comes with it)?

Would you consider being free of that story or that emotion?

You are not being robbed of anything. It's for your **own** good.

When are you interested in experiencing this freedom? A week? A month? Tomorrow? ... What about right now?

Consider; how you can **rephrase, change or modify** it so that it is more Truthful, Kind and Useful, so that it becomes clearer, more positive and more specific?



Write down this new, re-phrased statement, in positive terms, and read it out loud, putting your heart into it until it sounds just right.

This is your new belief. CONGRATULATIONS !

If you liked that exercise and you feel you want to see more like this, get my book from Amazon now:

**FROM FEAR TO FREEDOM** (get the book)

*“We are affected not by events,  
but by the view we take of them.”*

- Epictetus

**Important Note: The link to a**

**Deeply Relaxing**

**GUIDED MEDITATION MP3**

**that I promised you is below:**

Here are the **benefits** of the deeply relaxing Guided Meditation on mp3:

- Calms your nerves. 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 a deeply empowering **mission statement or new belief** (as in THE SOCRATIC TEST exercise above) for personal transformation, during the practice..
- Relieves migraines and other psychosomatic stress related symptoms.



It's no wonder many professional athletes, top entrepreneurs use these techniques to get outstanding results. (See more in Section 3, Scientific Foundations, Hypno-learning).

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."*

Listen for Free to the Guided Meditation:

**[http://www.alkistis.net/relaxing\\_mp3.html](http://www.alkistis.net/relaxing_mp3.html)**

**Instructions:** This exercise can be done on a daily or weekly basis. You will need to find a place where you will not be disturbed for 20 minutes. Switch off your mobile devices and close the door, making it clear that you should not be disturbed during the practice.

Lay on a bed, a yoga mat, a carpet or a reclining chair. Cover yourself with a light blanket or throw a jacket over the top part of your body if you are at the office. (This is because it will make you feel more protected, as your temperature drops slightly, during relaxation.)

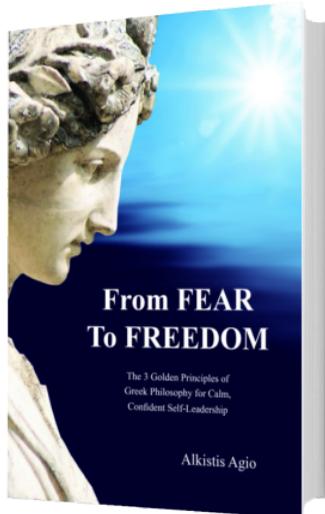
Lay back, with your legs slightly apart and your arms rested at the sides, preferably with the palms facing upwards. Now Press PLAY on your mp3 player and simply listen to the soothing voice that will guide you along a beautiful and relaxing inner 'landscape' (for example, a walk along the beach.)

Somewhere around the middle of the mp3, there is a special section where you will be invited-prompted, to repeat (mentally) *a suggestive statement*. This is any kind of pre-chosen positive affirmation or mission statement of a result, that is compelling for you- for example, your **Personal Mission Statement\* or ideal state of being**. (\*See exercise in the book to find/determine yours).

Doing the Deep Relaxation every day, it is like watering a ‘seed’ which will grow and flourish. It will begin to transform your life in a positive way and rewired your brain for success.

The music on the mp3 has been inspired by original Ancient Greek music.

Liked what you read so far, **purchase** the whole book:



**Also, check out my exclusive coaching offer :**



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WITH ONLY  
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