

(Book Summary)

"Alkistis you are a hero to me. I hope you see me as a representative of your book, 'From Fear to Freedom'. It represents the values I believe in."

- Steve Wosniak, Co-founder APPLE

All rights reserved, 'The Alkistis Method®' To Dr. Alkistis Agiorgiti. No part of this publication may be reproduced, distributed, or transmitted in any form or by any means, including photocopying, recording, or other electronic or mechanical methods, without the prior written permission of the publisher, except in the case of brief quotations embodied in critical reviews and certain other noncommercial uses permitted by copyright law. For permission requests, write to info@alkistis.net

Introduction

“No one can lead others, who cannot lead themselves.”

- Socrates

What would you do in your life right now, if you knew you couldn't fail? I believe that every person can attract and create anything that they really, really want, if only they could lead themselves.

What do I mean by 'lead themselves' ?

On the outside, you may *appear* strong, successful and confident, but on the *inside* you often feel frustrated and anxious, overwhelmed by life's details, problems, options and considerations. Even after years of effort and hard work, you still haven't found the freedom and fulfillment you're longing for.

You think to yourself :

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

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

Self-Leadership means having:

- A developed sense of *who* you are, *what* you want, why you want it 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 to lead yourself, is it? It can be very tricky, like navigating a stormy sea, like the Greek hero, Odysseus.

“If you would like to change the world, first change yourself.”

- Socrates

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 with you *how* I discovered it...I promise, I will be mercifully brief.

For the past twenty years or so, I have been a Leadership Trainer. My first job was with the international training firm, Dale Carnegie.

Through my work in leadership training, I teach The Art of Influence and Persuasion using Aristotle's timeless manual on: "***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'**.

 HARVARD
UNIVERSITY



Yale University

 Dartmouth



BROWN



COLUMBIA UNIVERSITY
IN THE CITY OF NEW YORK

 Penn
UNIVERSITY OF PENNSYLVANIA



BROWN



Cornell University

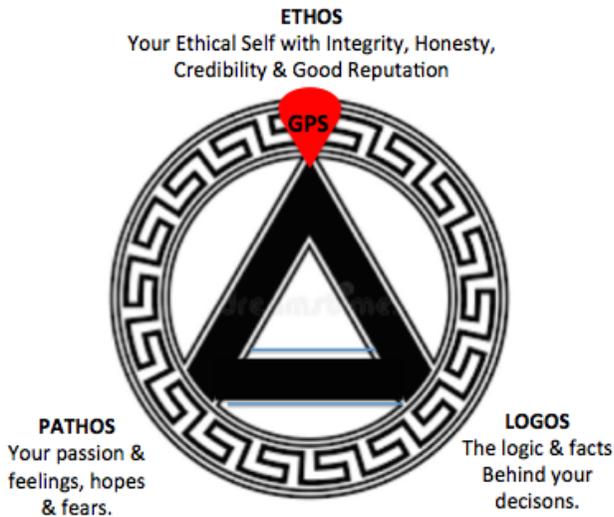


PRINCETON
UNIVERSITY

As I taught Aristotle’s method, I began to realize, there is another dimension to these three principles; like a treasure hidden in plain sight. The inspiration actually came to me in a dream, where the goddess Athena showed me how **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.

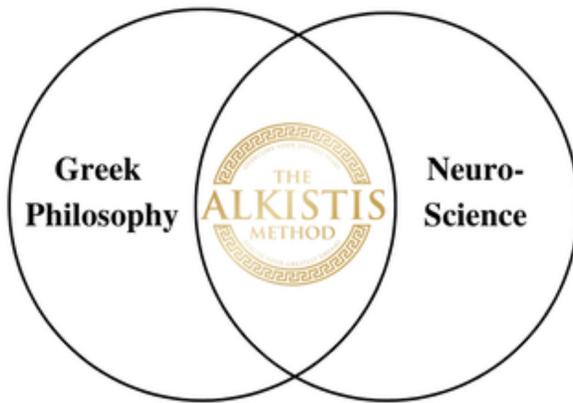


Today, The ALKISTIS Method® seminars, training, and e-courses are offered to both companies and the public at large, all over the world, demonstrating how these golden principles can transform frustration, anger and anxiety into calm, confident self-leadership.

Core Concepts

The ALKISTIS Method® is the first-ever method of self - leadership development that effectively integrates the modern science, with the ageless wisdom of ancient Greek philosophy. (Especially Socrates, Plato, Aristotle and the Stoic schools.)

Applied in practice, The ALKISTIS Method® leads to calm, confident, self-leadership for both personal happiness and professional excellence, something the ancients called “*Aristeia*”.



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 that lead to optimal results for you and your team.
- Become your most powerful self, based on your authenticity.
- Achieve fulfilment and authentic success.
- Manage conflict and your emotional states



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

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.

Are you ready to try it out for yourself now?

Sample Exercise I- THE SOCRATIC TEST

Master Your Thoughts & Emotions

Background: Managing your *psycho-physiological state* is no easy task, especially when there are deep seated fears and insecurities, that flare up when triggered by some external event. The application of a ‘filtering system’, representative of Ethos, Pathos and Logos, for dealing with unwanted, disturbing 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 used to investigate our own inner narratives which may be false. 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 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 to lead yourself and navigate your way past any fear, anxiety and any other inner obstacles, towards what you really, really want.

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: 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? Try to attune yourself to these positive vibes....

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 may try to creep in... 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 or past, visit and experience that ‘bad’ event. For

example, before I became a management trainer, I was stuck in an unfulfilling job in Corporate Finance.

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

‘ If I leave my job, 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.’

So back to you now: 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? (Your deeply misguided, limiting belief.)



‘On a deeper level, it implies that

Now let’s 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 is TRUE?**



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)?



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 really a question of shifting to a higher dimension.

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?

In this state of higher awareness, 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. Then, read it out loud, putting your heart into it, until it sounds and feels just right ie You feel empowered.

Sample Exercise 2: MORPHEAS MIND MECHANICS

Program Your Subconscious For Success (audio-mp3)

This basic Askesis (exercise) taught within The ALKISTIS Method®, is for inducing a calm, relaxed and harmonious state of body, mind and spirit. It is also conducive to ‘programming’ the subconscious in realizing a specific “instruction” or “mission”, for example , your new core belief (See previous exercise.)

Background: The practice of consciously recognizing and controlling our imagination or dreams, has been around for centuries, since ancient Greek times, when "*Morpheus*" the ancient Greek God of Dreams was venerated.

Many temples (Epidaurus, Delphi, Ephesus, and others) contained a special area for ‘dream incubation’ where pilgrims were induced into a sort of *sleep-trance* for dreaming, with the intention of meeting a particular divinity for the purpose of healing or receiving a message/ insight. (*Hypno-agogia: Greek for ‘Sleep - Channelling’*)



Image (CC) 2.0: Ancient bronze sculpture of ‘*Morpheus*’, **Greek God of Dreams**. the one with the amazing ability of appearing in dreams of mortals in any form. As his name implies, the Greek word “morphe” means “form” (*meta-morphosis*)

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

Furthermore, scientific studies have proven that in a relaxed state, the mind is more than two hundred (200x!) times more receptive to suggestions, than in its ordinary, conscious state, allowing new thoughts to slip through the defenses of the ‘older guard’ of thoughts and habits. In addition, when we introduce a 'Personal Mission Statement' (or positive affirmations) during this practice, it can bring on positive, powerful changes in our life. If you are a practicing Christian, Muslim, Buddhist, Hindu, Jew or any other religion, *the Deep Relaxation can also enhance your spiritual experience and euphoria.*

Here are the **benefits** of this Deep Relaxation through Guided Meditation:

- 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** for personal transformation, during the practice..
- Relieves some psychosomatic stress related symptoms.

It’s no wonder many professional athletes and 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."

Name: MORPHEAS MIND MECHANICS

Purpose: To get you into a relaxed state, open to suggestion and reprogramming of your subconscious to more positive beliefs and habits.

Instructions: To perform this Askesis you will need to listen to a Guided Meditation (also called Deep Relaxation). There are many on the internet. To start you off you can **download your FREE Deep Relaxation MP3 from the link below:**

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

The music on the mp3 has been inspired by original Ancient Greek music. by composer B. Blazoudakis, of The Megaron (National Athens Concert Hall), exclusively for The ALKISTIS Method®.

This Askesis can be done on a daily or weekly basis...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.

Play the MP3 audio 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.)

Note: Around the middle of the mp3, there is a special section where you will be prompted by your “inner Guardian” to repeat (mentally) *a suggestive statement-affirmation*. This is any kind of pre-chosen positive affirmation or mission statement. It will begin to transform your life in a positive way and rewire your brain for success.



“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 - Threse Keathing, UK Country Director,
United Nations Development Programme

THANK YOU FOR READING.

- To get the *whole* paperback or ebook:
www.alkistis.net/buybook.html
- To get the online course: www.alkistis.net/e_learning.html
- Hire Alkistis to speak at your next event:
www.alkistis.net/speaker.html
- Hire Alkistis as a trainer www.alkistis.net/leadership-training.html
- Join the FaceBook Group: From Fear To Freedom
- Follow on Instagram & YouTube: ‘AlkistisTV’