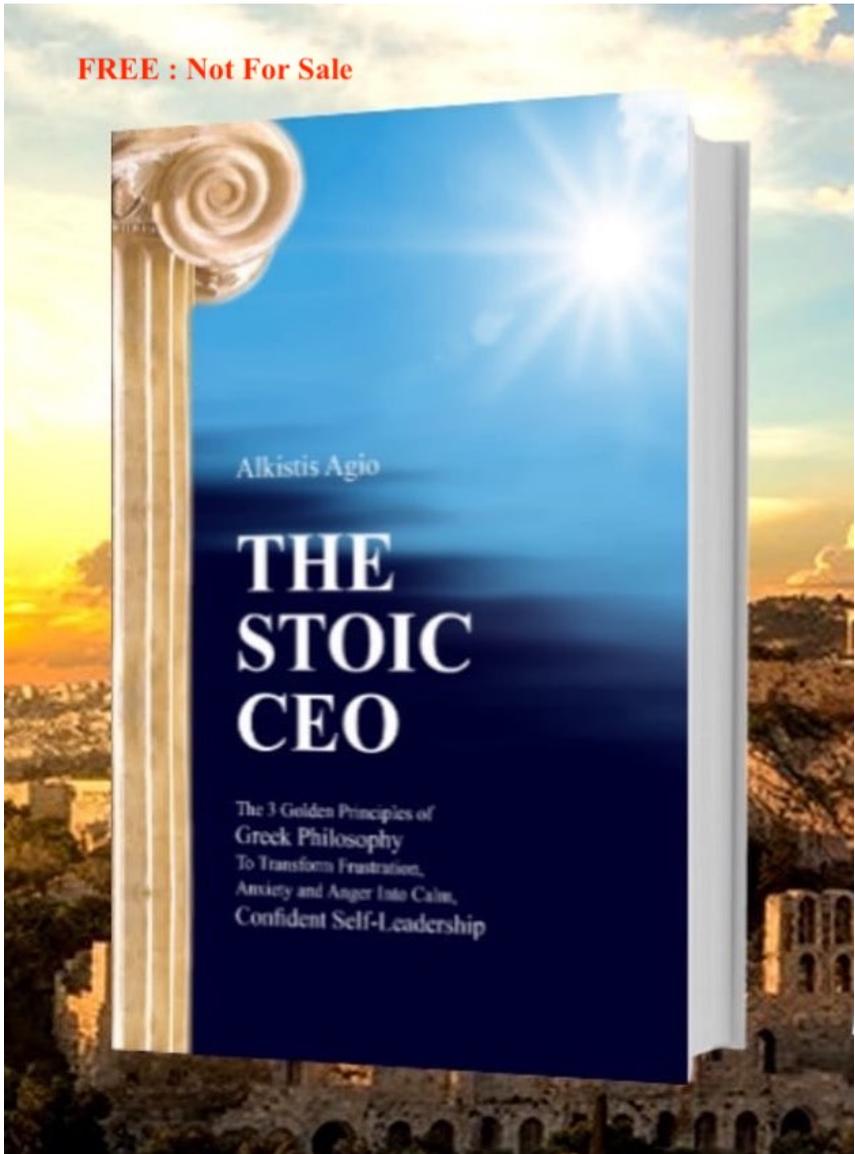


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# **A Very Brief Introduction To The 3 Golden Principles of Greek Philosophy To Transform Fear, Frustration & Anxiety to Calm, Confident Self-Leadership.**

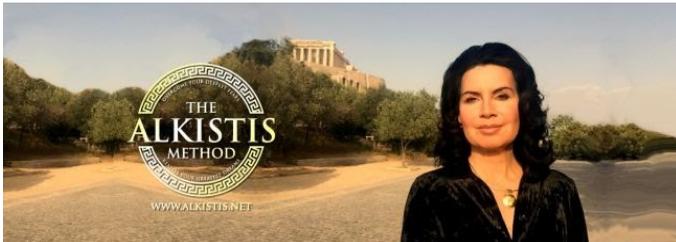
**Also included:**

- A Life-Transforming **Exercise based on Socrates & Aristotle’s teachings.**
- A Relaxing **Guided Meditation mp3**, that allows you to reprogram your mind.

## **Introduction**

*“No man can lead others, who cannot lead himself.”*

**- Socrates**



How can you lead others, if you can't even lead yourself yet?



On the outside, you may appear strong, successful and confident. But on the inside, you often feel frustrated, angry and anxious, plagued by deep fears, that you may not even be conscious of.

According to Aristotle, one of the greatest philosophers of all time, most people have variations of these five fears:

*“I’m afraid that I won’t achieve anything important in my life.”*

*“I’m afraid that I’ll end up all alone.”*

*“I’m afraid that I’ll get very sick.”*

*“I’m afraid that I’m going to die.”*

*“I’m afraid that I’ll be poor.”*

Which one sounds most like you?

If your fear isn’t listed above, take a moment to think about what it is you’re afraid of, because once you know that, you can begin to reclaim your power.

Here’s an example: Years ago, during the financial crisis here in Greece, I was invited to appear on several popular TV shows to motivate and inspire the audience, with my life-transforming method.

Since my first language is English, and my Greek was not very good, my first response was, “No Thank You.”. Down deep inside, the truth was that I was afraid that I would make mistakes that would lead people to ridicule me.

But then, as the invitations kept coming, I thought about it a bit more, and I realized that that my fear was stopping me from connecting and making a difference.

In the end, I finally overcame my fears and went on to be known as, “The Positive Energy Coach” (Η Προπονητρια Θετικης Ενέργειας). The result ? People would often stop me in the street to express their love and appreciation.



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

What deep desires are your fears concealing? What opportunities are you missing out on because of them?

Are you ready to gain clarity, unleash the best version of you, understand what’s important and make the right decisions - the ones that will lead *you* to real success and happiness?

If so, then you are at the right place and time to take charge of your career, your life and most importantly, *yourself*.



***"Let he who would like to change the world,  
first change himself."*** - Socrates

So 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 are willing to do to get there, *as well as...*
- The ability to influence yourself and others, in order to achieve your goals.

Self-Leadership is probably the most important skill you can ever develop as a person and as a professional and it mainly involves our emotional intelligence.

The importance of self-leadership, has been taught since the beginning of history, when the ancient Greek sages recited *The Odyssey*, the story of a sailor setting out on a journey. The sailor, Odysseus, yearns to reach his homeland. His goal is clear, but he has no control over the elements. The winds and the sea are not in his power. He has only his attitude and his skills with the sails, adapting them to the changing conditions, keeping his course, remaining calm when a storm hits and leading his team with virtue and ethos. This story represents the inner battle that is to be won, since the external battle is not fully in our control.

***"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 **the most powerful method 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.

As I look back on my childhood, I can clearly see that I was introduced to Greek philosophy by my father. From a young age, instead of fairy tales like Cinderella, 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 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, 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 in Greece. Whenever I express my deep interest in psychology and philosophy, he taps me on the shoulder and says, "*My dear daughter it's fine to read psychology and philosophy books but life is very 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 am unmotivated and it begins to show in a series of humiliating mistakes arising from my negligence.

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 prepared. My performance is so bad, I am so ashamed, 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 & 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 more - I decided to return home, to Greece,



with my head down, face my father and ask for help and forgiveness.

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, and 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 and 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 down right 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, *no matter what?* A GPS inspired by the works of Socrates and Aristotle. As mentioned above, through my work in leadership training, that 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 on influence, 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



COLUMBIA UNIVERSITY  
IN THE CITY OF NEW YORK



BROWN



Cornell University



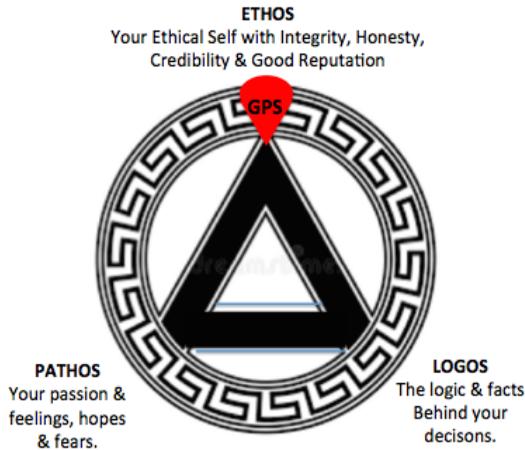
PRINCETON  
UNIVERSITY

For over twenty years now I have been teaching seminars about these principles of Aristotle to professionals all over the world, to help them to improve their influence and persuasion skills. And during these seminars, **it began to dawn on me** that these three

great principles of Aristotle, go *far beyond* “How to Make Friends and Influence people...”, as Dale Carnegie would put it.

To me, there is a *deeper* - more *essential* dimension to be discovered through these three principles; like a treasure hidden in plain sight. What’s the treasure? *Ethos, Pathos, Logos* can serve as a golden ‘compass’ or G.P.S. for navigating through life’s perpetual challenges with stoic calm and certainty. By applying them, we can attain Self-Leadership, and take charge of ourself and our life.

This realization of the inner GPS gave me *a solid foundation* on which to build my life and practice. And more importantly, this was the “*Shield*” that I returned home with, to my father, who I had missed so much after my ten year ‘*odyssey*’.



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## Core Concepts

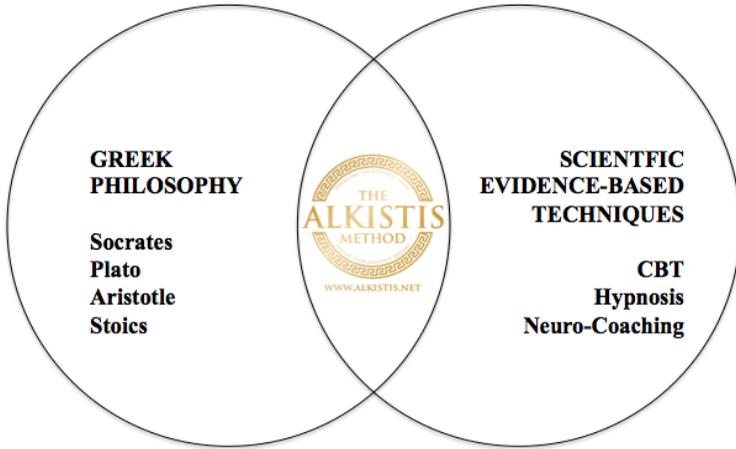
**The ALKISTIS Method® is the first-ever method of self - leadership development that effectively integrates the modern scientific, evidence-based techniques of neuro - coaching and CBT with the ageless wisdom of ancient Greek philosophy. (Especially Socrates, Plato, Aristotle and the Stoic school.)**

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

Today, The ALKISTIS Method® seminars, trainings 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.



**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*)



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

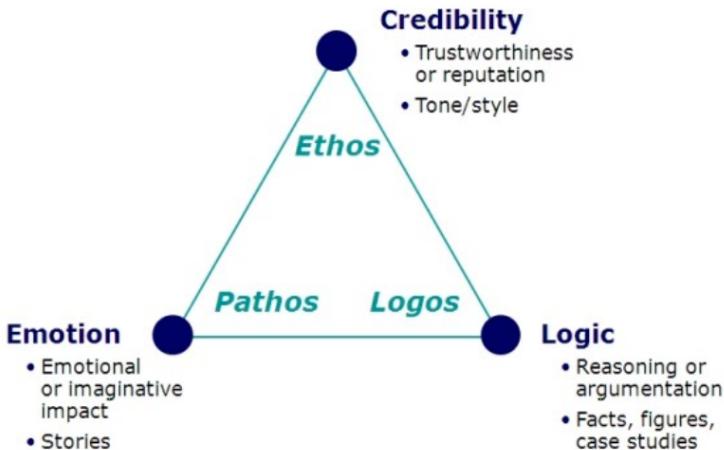
- Harness your greatest fears and weaknesses.
- Become an influential and effective leader.
- Embody and articulate your values, purpose and vision.
- Make positive, balanced decisions
- Become your most powerful self
- Achieve authentic happiness & success.
- Manage conflict better.

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:*

We Begin Where Aristotle Left Off... The first book in history on the art of persuasion, The Rhetoric, was written by the ancient Greek philosopher Aristotle. In his book, he presents the concepts of Ethos (credibility), Pathos (emotion, imagination) and Logos

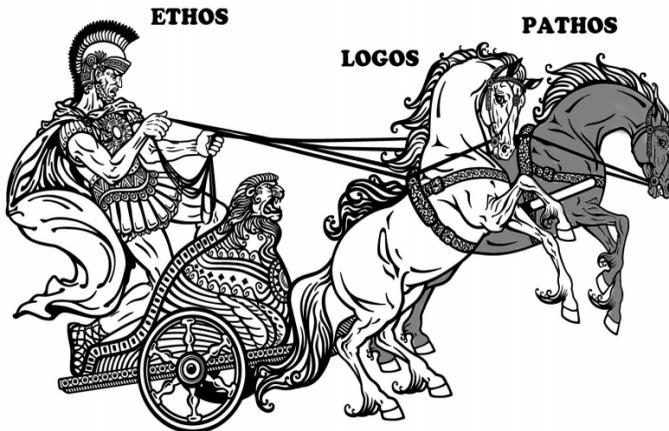
(logic, reason), as the three traits an orator must have in order to influence and persuade his audience. These three concepts are still the cornerstones of modern leadership today. Let us look at them in more detail:

- **Ethos** refers to the authority or credibility of the presenter; the moral values he embodies and shares with his audience. For example, being a notable figure in the field in question, or being introduced by one.
- **Pathos** refers to the audience’s emotions and imagination; their hopes and fears. It can be particularly powerful if it agrees with the underlying values of the audience. Pathos also reflects the emotion or passion expressed by the speaker.
- **Logos** refers to the facts, data and evidence presented to support the claims, thesis or position of the speaker. The word “ logic” is derived from the Greek word, Logos . This is the basic diagram showing Aristotle’s system “The Rhetorical Triangle”, as it is known:



Additionally , there are two more, lesser known traits identified by Aristotle - Telos and Kairos . Telos (end / destination / outcome), addresses the end-goal, purpose or attitude of a speech, and Kairos (timing), addresses the particular setting, context, atmosphere, time, and place that a speech occurs in. We will not consider these separately, but rather include them in Logos , as they address the real, ‘logical’ considerations we must take into account to make our campaign a success.

For Aristotle, Ethos, Pathos and Logos, address the qualities that transform an ordinary person into a great influencer, someone who can inspire and lead others. The unique approach of The ALKISTIS Method ® is that these same traits are applied to oneself . You will become the outstanding leader and influencer and you will apply these insights to lead yourself , to take charge of your life and guide yourself to fulfillment. The ALKISTIS Method ® refocuses Aristotle’s insights and broadens their scope. It includes such things as making well thought out, balanced decisions and mastering your thoughts and emotions to command your psycho - physiological ‘state’.





The Charioteer of The ALKISTIS Method® To better visualize the core concepts of Self Leadership as set out in The ALKISTIS Method ®, we will borrow the metaphor of the Charioteer, from Plato’s famous book Phaedrus . Hereunder is the adaptation of this concept. The original version is described in Section 3 of this book, under “Plato”.

The Essence of Self-Leadership is to harness the power of your mind (and body), like a charioteer harnesses horses. Imagine then a charioteer ( Ethos ), in charge of navigating us to a specific compelling end, outcome or destination. The charioteer may have to take turns, go through many intermediate destinations, but his end goal is always to reach the state of Eudaimonia , a state where we are at our happiest, most fulfilled and most productive. He is harnessing two majestic stallions, one black, the other white. The horses represent the ‘battle in the human mind’; a battle that revolves around impulse control. A tug-of-war between your emotions, hopes, desires and fears

(Pathos), and a logical, strategic, moderating counterforce (Logos). Logos and Pathos , need to stay balanced and ‘in sync’, throughout the journey. They must work together and gallop in stride, led by the charioteer’s firm, confident hand.

Harnessing these opposing forces, and driving them in alignment with your Ethos, is crucial for anyone trying to take charge of their lives, whether it’s a leader, a CEO or anyone else. Being too uninformed, too impulsive, too hesitant, or not true to yourself, can spell trouble at work and in your private life. The 3 Principles as embodied in the Charioteer Allegory.

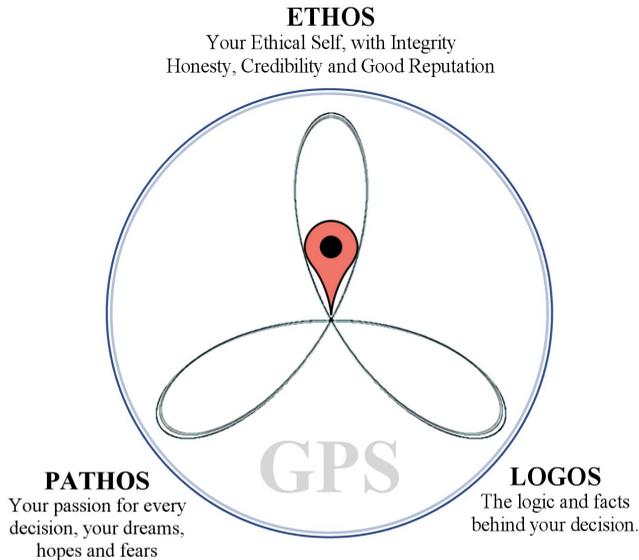
- The Charioteer, represents ‘ Ethos ’; our true, authentic self, or as Plato has it, our “Soul”. Ideally, this “True Self” has integrity, honesty and ethos, but most of all, wants what’s best for us, to guide us to the state of Eudaimonia.
- The Black Horse, is about addressing our ‘Pathos’ ; our emotions, motivation, hopes, desires and dreams. Also our deepest fears and weaknesses.
- The White Horse , is about addressing ‘ Logos ’, or logic; the part that examines and calculates. The ‘reality-check’ part, that makes sure our hopes and fears are based on practical thinking, strategy, numbers and reason. The above principles or traits provide structure - a way of organizing your internal world so that you have more control over what your brain does. It aims to reprogram your neuropsychology for success on all levels - beyond just positive thinking or affirmations.

***“We cannot choose our external circumstances, but we can always choose how we will respond to them.”***

**- Epictetus**

It’s essential that you have more control over how you feel, and what you do, because if you change the way you think, it changes the way you feel, which changes the way you act, giving you better, longer lasting results.

As mentioned above, all our efforts are directed towards reaching the state of Eudaimonia, - a Greek word encapsulating the notions of success, happiness and prosperity, (ie “human flourishing”). This is our real ultimate goal. In this, Ethos, Pathos and Logos function together like a GPS, an inner compass, to help us navigate our way with confidence and efficiency.



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The path to Eudaimonia requires that we face reality, accept the present moment as it presents itself, not allowing ourselves to be controlled by our desire for pleasure or our fear of pain.

We will examine these in more detail, but as an example, let's take a moment to see how I could have applied these concepts to my own situation which I described in the introduction.

First, I would have examined my Ethos: Did I have integrity as the charioteer should? Was I being fair and truthful to myself? To my father? To my employers? The answer would have been a resounding "No". I am, by nature, a "people" person, not a "numbers" person and could never be happy (and therefore successful) in the job that I had. I wasn't being fair to anyone, most of all myself. That stark realization would have led me to the



conclusion that I had to change. That if I did not change, I would never reach eudaimonia.

Next, I would have examined my Pathos. What did I love most? What did I fear most? What did I really want to do with my life? The answers were there. I wanted to be with people. I loved psychology, philosophy and social interaction.

Then I would have examined my Logos. What kind of job would suit me? What did I fear? What did I hope for? Were my fears correct, or overblown? Were my hopes based on reality? Could I create a strategy to make a smoother transition into my new career? I could have even steered my job within the bank toward something relevant, such as training or human resources, which would have gained me more experience with what I loved most. It doesn't mean that I wouldn't have faced problems.

Change is always difficult and dangerous and sometimes circumstances may not even allow it. But I would know what I wanted and have a rough plan for achieving it as well as the knowledge that I was doing the right thing. I would have avoided a lot of the stress and anxiety that I had to go through and reached my goals quicker, without all the drama and uncertainty

The ALKISTIS Method ® has been particularly inspired by the work of Socrates, Plato, Aristotle as well as the Stoic School.

Although over two millennia have passed since 'The Golden Age' of Greece, (480 BC-320 BC) the legacy of the Greek philosophers can still inspire, motivate and empower us towards success and happiness, a unique state of being, which the Greeks call Eudaimonia . "Eudaimonia" is Human Flourishing A wonderful Greek word, it literally means, "To be filled with positive spirits."

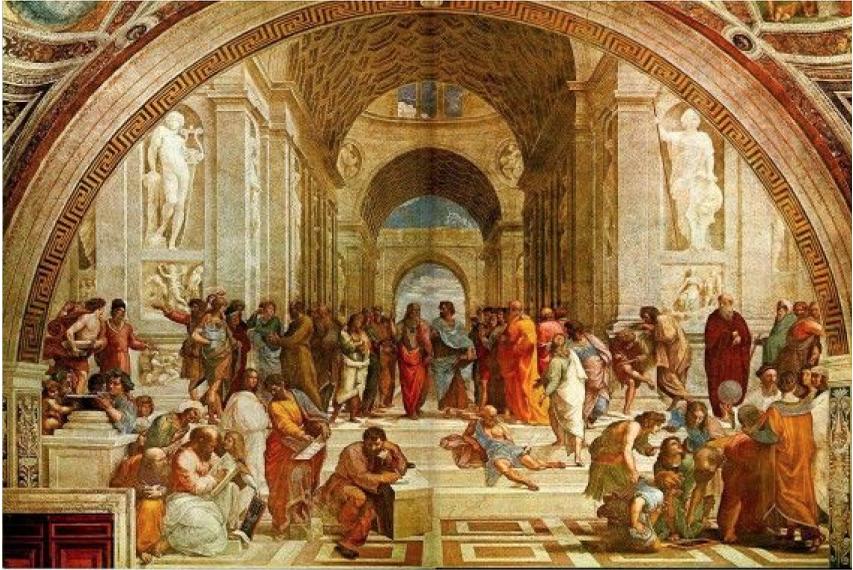


Image (CC) 2.0 : Raphael's 'School of Athens', in The Vatican, Italy

Eudaimonia is the most sought-after experience for any human who takes their life seriously. It encapsulates 'The Good Life' here on Earth, during our lifetime; Happiness, Fulfillment, Freedom, Love and Success... Eudaimonia, was the *raison d'être* of Classical Greek philosophy, and subsequently, it became the foundation of free civilization. In the Declaration of Independence of the United States , Thomas Jefferson writes:

*"We hold these truths to be self-evident, that all men are created equal, that they are endowed by their Creator with certain inalienable Rights, that among these are Life, Liberty and the pursuit of Happiness."*



The Declaration of Independence, National Archives, Washington D.C.

The US founding fathers stated in the Federalist Papers that:

*"A good government implies two things: first, fidelity to the object of government, which is the happiness of the people; secondly, knowledge of the means by which that object can be best attained."*

For the Classical Greek philosophers like Socrates, Plato and Aristotle, happiness is the final end or goal that encompasses the totality of one's life. It is not something that can be gained or lost in a few hours. It's about playing with a long term strategy. As Aristotle noted, it is easy enough to see that we desire money, pleasure, and honor only because we believe that these goods will make us happy. It seems that all other goods are a means towards obtaining happiness, while happiness is always an end in itself.



Image (CC) 2.0 : The Supreme Court building on Capitol Hill in Washington, D.C., an example of Greek Revival Architecture, completed in 1935. It was designed by Cass Gilbert and built of white marble, exactly like the Parthenon.

The preoccupation of Greek philosophers with developing human potential began around 600 B.C., when there was a transition from myth to reason.

**“Happiness depends on ourselves.” - Aristotle**

The concept of happiness as a basic human right , may seem obvious to you now, but when the ancient Greeks conceived it, it was a radical paradigm shift . No longer were the gods responsible for our happiness, we humans had to take responsibility for our own life. At that time, when other ancient civilizations, focused on happiness in life after death, mainly for royalty, and where vast resources were allocated to creating gigantic pyramids and mausoleums, the Greek philosophers strove to improve the capacity of ordinary citizens, to find happiness in this life, not after death.

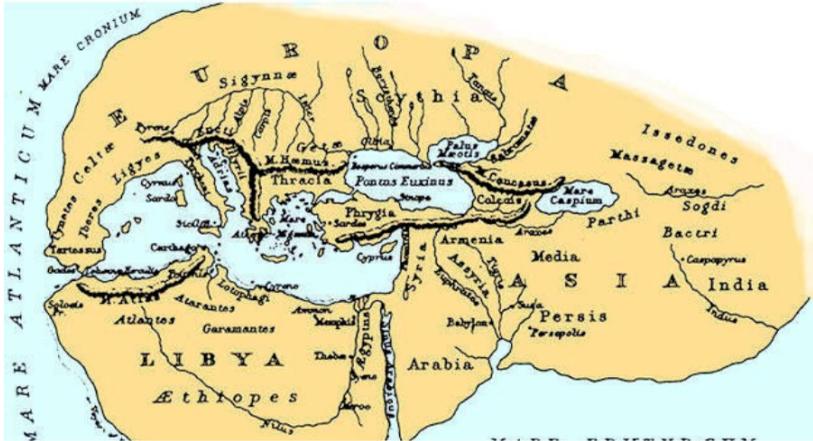


Image (CC) 2.0 : The world according to Herodotus 450 BC

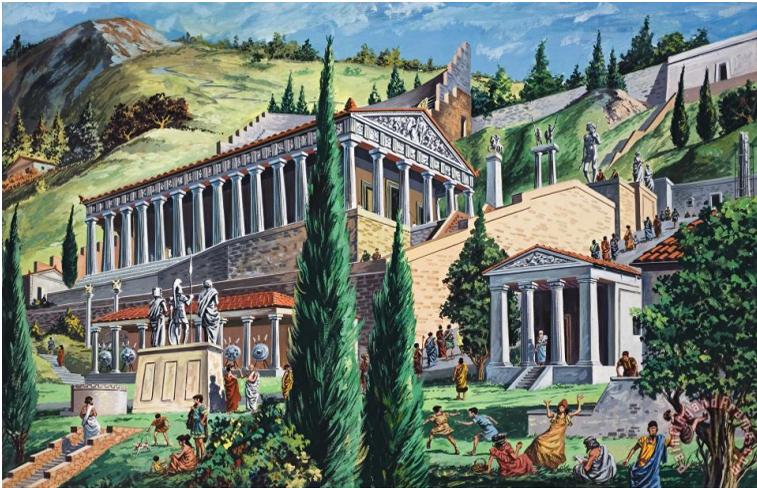
During this ‘Golden Era’, the Greeks produced some of their highest achievements in the arts and philosophy. The insights they reached are so radical, powerful and important, because they are essential, basic truths that have withstood the test of time, beyond culture, religion and dogma, unifying humankind. It led to them producing such things as Comedy, Democracy, Public Education, the Olympic Games, Freedom of Religion and Trial by Jury...

Areté: The Path of Excellence In Body, Mind & Spirit In their search for the truth and the ideal way of living, the classical Greek philosophers held the highest esteem for a quality they called “Areté”. (Gr. ἀρετή) No English word or phrase adequately captures the exact meaning of Areté. The nearest equivalents are 'Excellence' and 'Virtue'. This is what the Greeks believed they should strive for in all their endeavours. Areté was the pinnacle of their value-system. Especially excellence of character.

For Plato , Areté is mainly associated with moral excellence. It involves four specific moral virtues - Prudence, Courage, Temperance and Justice. It's something they all share, a special, unnamed quality - their essence. It is clearly related to Goodness, but it's not the same thing.

For Aristotle , something is excellent when it manifests its unique purpose (Greek: Telos ). The unique, defining quality of human beings, for Aristotle, what makes them distinct from other animals, is the capacity for rational thought. Human excellence therefore, involves the correct use of reason and logic, principally in connection with a moral choice. Areté is defined by the perfect balance between two extremes. It is about the right measure ; the right proportion .

In ancient Greece, the temple of Apollo at Delphi bore the inscription *Meden Agan* (μηδὲν ἄγαν) - 'Nothing in excess ' .



Giovanni Ruggiero painting of Temple of Apollo at Delphi'

It is the wise path; the middle way. It doesn't mean mediocrity. It means that when it comes to fear for example, courage is the virtuous path, the one with areté, and not cowardice or recklessness. The teachings of that age still guide us today and have become the motto of many academic, political and other institutions all over the world.

From Fear to Freedom

**“AIEN APIΣTEYEIN” ... “Ever To Excel”**



Image (CC) 2.0: Boston College Library has the motto: “AIEN APIΣTEYEIN”

The above phrase is derived from Homer's famous epic the Iliad; It is used in a speech Glaucus delivers to Diomedes. During a battle between the Greeks and Trojans, Diomedes is impressed by the bravery of the mysterious young man and demands to know his identity. Glaucus replies:

*"Hippolochus begat me. I claim to be his son, and he sent me to Troy with strict instructions: Ever to excel, to do better than others, and to bring glory to your forebears, who indeed were very great ... This is my ancestry; this is the blood I am proud to inherit."*

Take a moment to feel the power of that phrase. They are the words of a young man, a brave warrior, who knows who he is and knows what his values are. He has self-leadership, and a clear sense of purpose. This is something much deeper than having mere ‘self-confidence’, it is Areté, excellence . To a person of Areté (moral excellence) there are few dilemmas. Their character is their guide. According to the Greek philosophers, Areté is what we must all strive for, everyday of our lives, for our own benefit, because it’s the only way to reach Eudaimonia. As Aristotle says,

*“We are what we repeatedly do ...  
Excellence is therefore a habit.”*

(The philosophy of of Socrates, Aristotle & Plato are described in more detail in my latest book, [FROM FEAR TO FREEDOM](#))

## Stoicism



Image (CC) the ‘Stoa’ in Athens, Greece

***“Just keep in mind — the more we value things outside our control, the less control we have”***

**- Epictetus**

Stoicism is an ancient Greek philosophy developed by Zeno of Citium around 300 B.C. It was greatly influenced by the teachings of Socrates, Plato, Aristotle and other schools of philosophy that preceded them. Famous philosophers of Stoicism include, Zeno of Citium, a former slave, Epictetus, the Roman Emperor Marcus Aurelius, the Roman statesman Seneca The Younger, and the arch-enemy of Julius Caesar, Cato the Younger. The wide variety of these, demonstrates that Stoicism is applicable to all walks of life.

The term "stoic" was taken from the "stoa poikile", meaning "painted colonnade" (in the 'Agora' ie marketplace) where Zeno used to teach, instead of at the more established lyceums and academies. (In modern times, we often use the word 'stoic' referring to someone who remains calm under pressure and avoids emotional extremes.) The ancient Stoics prided themselves on being rational, objective thinkers. They believed that humanity's greatest asset is a functional mind and to exercise reason is the most virtuous pursuit.

Their “physics” i.e. their view of the world, may have some errors in view of what we know today, but it was their attempt to rationally explain the world given the facts they had at the time, without depending on mysticism. They would be the first to adopt today's scientific insights and adjust their views accordingly. They were what we would call ‘mature, grown-ups’. Stoics take full responsibility for their life, and they base their views on science, logic and reason. You might ask, where does love fit into this equation? Stoics believe that if we all thought more rationally we would all be less egotistical. There would be alot more love in this

world: Love for each other, love for the environment and love for ourselves. Why? Because it makes sense - we all win in a more loving and just society. The philosophy asserts that only Virtue is capable of bringing true happiness and fulfillment. Virtue (ie ethical and moral well-being), is living in agreement with Nature, and practicing the Four Cardinal Virtues (from Socrates/Plato's teachings):

- phronêsis (Practical Wisdom - knowing good from bad)
- dikaiosunê (Justice, fairness, and kindness in our relations with others.)
- andreia (Wise courage and endurance in response to our pain and anxiety.)
- sôphrosunê (Temperance - Wise self-discipline in response to our desires.)

As an ethical doctrine, the goal of Stoicism is freedom from anguish or suffering, through the pursuit of reason and "apatheia" (Greek word meaning dispassionate, objective, unemotional reaction, and clear judgment). It teaches indifference and a "passive" reaction to external events on the grounds that nothing external can be good or evil, because it depends on how we view things . Stoicism therefore gives us back the power, offering equanimity in the face of life's highs and lows.

Socrates was their hero and 'role-model'. He was put on trial accused of corrupting the youth of Athens. After being found guilty of this charge, he was sentenced to death. As he is being held in prison, his old friend Crito comes to see him and provides Socrates with an opportunity to escape. Socrates refuses to escape and accepts his impending death, making a choice in keeping with his values and character.



## **The Three Disciplines**

There are three areas of application of Stoic philosophy:

**The Discipline of Assent** . (Greek: Sunkatathesis ) This has to do with how we allow ourselves to perceive the world around us. When we control our perceptions, we get mental clarity; the ability to assent to true impressions, dissent from false ones, and suspend our judgment ( epoché ie Greek for ‘suspension of judgment’) toward uncertain ones. It concerns how we should judge our impressions so as not to be carried away by them into anxiety or disturbing emotions.

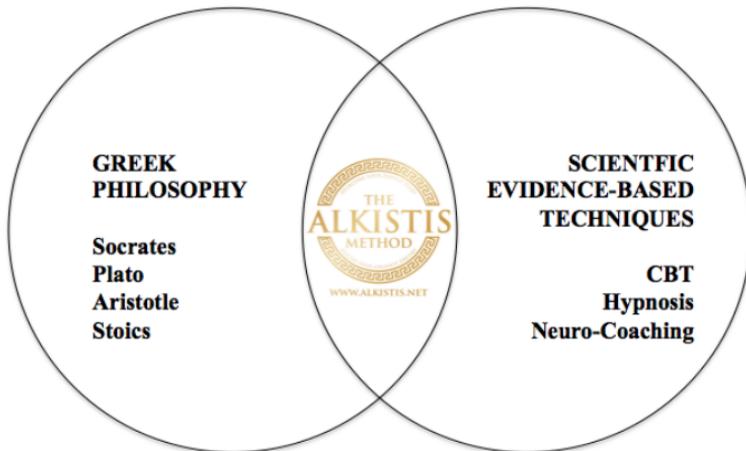
**The Discipline of Will** (Greek: Orexis ) This has to do with how we align and apply our will with the course of Nature; A wise person would seek to harmonize his inner Logos, with the greater cosmic Logos, just like a musician attunes his/her instrument to the symphony orchestra. When we do this, we can deal with anything the world puts before us.

**The Discipline of Action**. (Greek: Hormê ) This has to do with the actions we take or do not take towards a desired outcome; when we direct our actions properly and justly, we are effective and get results. The discipline has to do with the development of the skill to take the right action (Kathekon) , at the right time (Kairós) , for the right reason (Orthos logos). Vincit qui se vincit. (Stoic motto, Latin: He conquers, who conquers himself).

(Stoicism is explained in far more detail in my latest book, [FROM FEAR TO FREEDOM.](#))

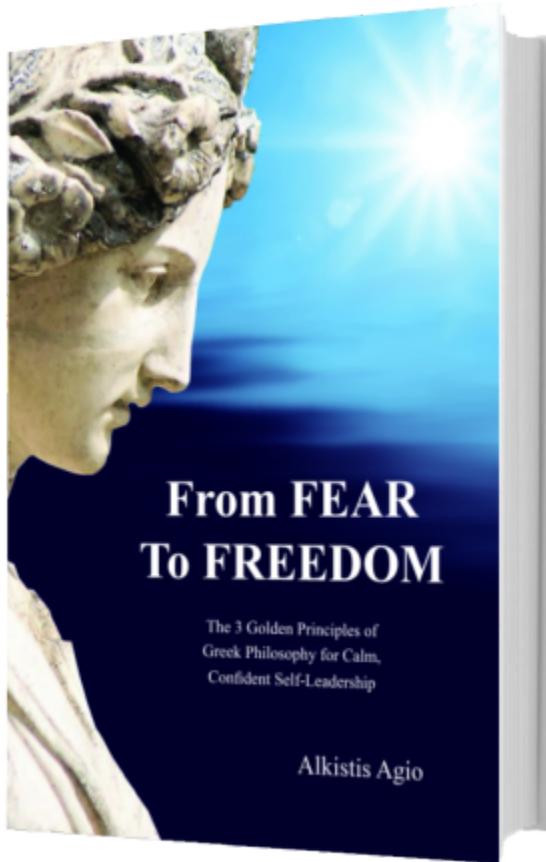
## The Scientific Foundations

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 such as neurocoaching, Cognitive-Behavioral Therapy (CBT), etc., with the ageless wisdom of ancient Greek philosophy for achieving optimum results.





The scientific foundations are explained in more detail in my latest book, [FROM FEAR TO FREEDOM](#)





**As promised a life-changing EXERCISE from my book  
'FROM FEAR TO FREEDOM'**

**“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, as this anecdotal story with Socrates demonstrates...

A long time ago in ancient Athens, the great philosopher is said to have come upon an acquaintance, who 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?”*

*“That’s correct,” 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,” said 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 continued, “you want to tell me something bad about him even though you’re not certain it’s true?”*

The man shrugged, 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 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.

The best way to do this is to ‘visit the scene’ as if you are watching it on a TV screen:

If the frustrating/angering/frightening event happened in the *past*, go to ‘re-visit’, ‘re-live’ the scene to ‘re-view’ 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, frustrated me down deep inside:**

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

Now it's your turn; prepare yourself to write down the exact frustrating/angering/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.....”***



***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?*)**

**Or are you...** distorting the facts by:

- *Dramatizing* the situation and overblowing its importance
- *Generalizing* and assuming things that are not 100% true
- *Over-Personalizing* and taking offence at 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 of 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 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.

And even if the thought is true. Consider; how can you **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.



In psychoanalysis, the Greek myth of the Medusa represents our fears and how we can overcome them through using a “mirror” of self-reflection, in order to get the prizes of *freedom and power*.

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

*“Man is affected not by events,  
but by the view he takes 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** 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.

*“An unmeditated life is not worth living.” - Socrates*



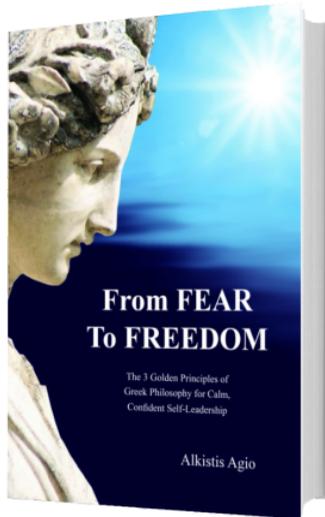
**EXCLUSIVE  
GROUP  
COACHING  
WITH ONLY  
4-6  
PEOPLE  
ONLINE  
3-MONTH  
PROGRAM**

**& I look forward to meeting you in the ZOOM ROOM today!**

**Also:**

I am based in Greece, where I invite you to come to one of my [exclusive retreats](#) or for [exclusive life-coaching sessions](#). I will also be happy to come to your country to offer [leadership-training](#) seminars or [keynote speech](#).

If you liked what you read here, you may want to read my book [“From Fear To Freedom”](#) (Amazon) that is a deeper exploration of Self-Leadership and includes 7 life-transforming exercises:



## Testimonial from the United Nations



*“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**