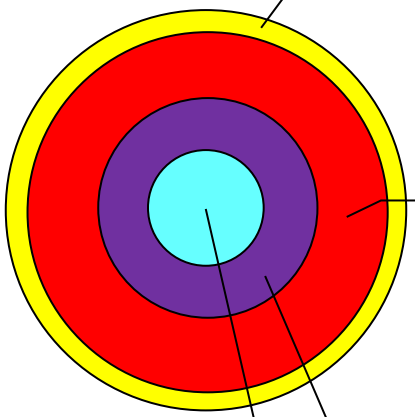
THE FOUR LEVELS OF UNDERSTANDING (*Self Version)*



1st Level: *The Surface*

- The superficial layer we present to others – and to ourselves.
- This often reflects a certain numbness or self-protectiveness.
- *"I'm doing fine. How are you?"*

2nd Level: *The Five Poisons*

- Primarily, feelings of inadequacy (irrational self-doubt) and related fear, irritability/anger, and disconnection.
- Easily provoked by a little stress. Yet, high stress is predictable in senior leadership roles.
- We then take these negative emotions for who we are.
- *"Maybe I just don't have what it takes."* Or, *"I'm just a really moody guy."*

3rd Level: *Primal Disconnection*

- "Checked-out"; flattened engagement.
- Includes false compassion: Using self-justifications for our Five Poisons states that allow us to linger in them.
- *"Yeah, maybe I have a bad attitude sometimes, but it's because I have to work with people who just don't get it."*

4th Level: *The Core*

- Natural expansiveness (desire to grow and develop) that's inherent in all living things.
- Deeper wisdom and knowing (intuition).
- Natural curiosity and the joy of discovery.
- Heart-based desire to give and to serve.
- Sincere caring for others and for the world.
- Deeper sense of purpose.
- *"I need to make my contribution."*

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