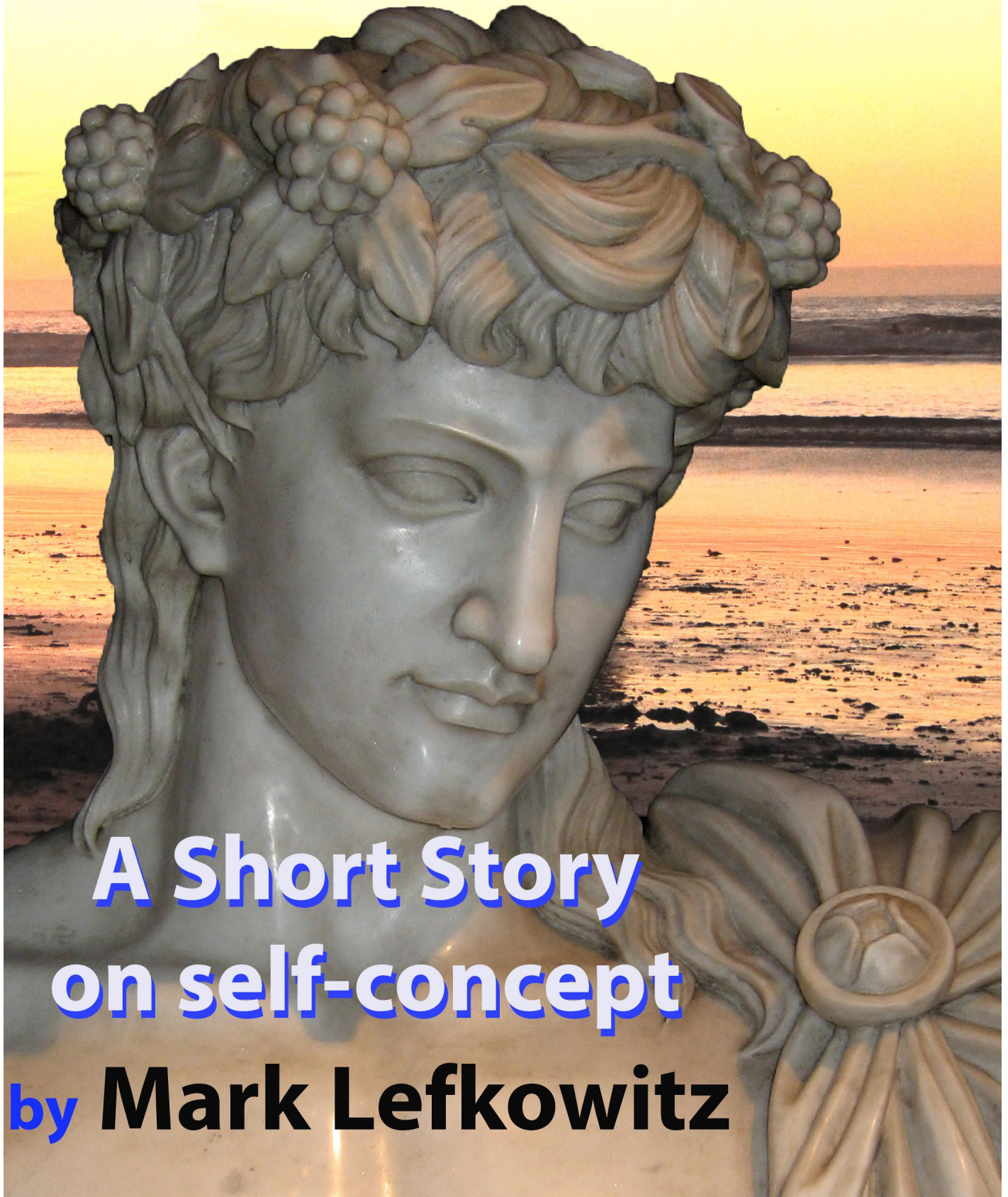


LITTLE BIG MAN



A Story of Self Concept vs. 5.1 By Mark Lefkowitz

Little/Big Man is a story that offers many lessons in today's world as we face challenges and adversity. The road to success is often paved with inconvenience and obstacles that may appear larger than life.

Have you heard of Hydra in Greek Mythology? The Hydra was an ancient serpent like monster with reptilian traits. In a heated battle with Heracles one of its heads was severed and unbelievably two more grew back. This was a feat of incredible resilience demonstrating super strength in the face of adversity. In other words “*knock me down and I come back stronger*”.

Going back to the challenges in our lives, these “stonewall impediments may offer a great benefit if we can establish a “work-around” approach. Instead of accepting defeat, or a dead end deal breaker, the situation calls for us to use our resources, go “**Hydra**” and create a solution.

Obstacles become special gifts because they raise our awareness of how resourceful we really are. Finding the solution and coming up with the bypass allows us to see ourselves functioning at a higher level replete with the ability to endure and succeed. The hardships are a blessing and allow us to feel good about our accomplishments as we overcome challenge, apparently against all odds.

The decisions and choices you make affect the results in your life. During this story I will refer to the thoughts, emotions and feelings that influence those choices as “SELF CONCEPT”. If you have a strong self-concept the positive thinking tools in your mind will be clear, auto piloting you toward the desired result.

The feeling of positive self-concept also leads to creativity with enthusiasm and the sense you are on the right path furthering the journey. The precession will help you be successful in unexpected endeavors while you stay in motion on the correct course. More on how precession can change your life to follow later in the story.

Sometimes you may see yourself as a big fish in a little pond or conversely as a little fish in a big pond. Again, to the point; how you see yourself matters and effects many parts of your life. Furthermore, fish grow to suit their environment! Therefore being in an environment that is not conducive to achieving optimal potential can only produce results of mediocrity.

The fishpond is a metaphor for the surroundings that you place yourself into. An important point of self-concept is swimming and growing in a fishpond that supports your prosperity and desires. This will increase the probability of reaching your goals.

What do you consider your most important asset? Your time is perhaps the best answer! Your time management determines what you do. Staying focused on your “A” list and not getting off track is an important skill. In today’s world there are many weapons of “*mass distraction*”. Therefore know your purpose and objectives and stay the course.

What do you think is your most important tool? Your thinking machine located in your brain is vital in all situations. What you think about counts and influences your decisions. A consequence of what happens in your life is a direct result of your thinking. Therefore as an outcome, thinking may have the greatest influence on the results in your life!

To think is to create. Perhaps as Marcus Aurelius said, “Your life is an expression of all your thoughts” How profound but so accurate and true. Another great quote from Thomas Wilhite is “You are the sum of your thoughts”. Simply put; what you put your attention to will happen. Better stated..”WHAT YOU THINK ABOUT YOU BRING ABOUT”.

You are in charge of your thinking and how you think of yourself is the first rung of the ladder of accomplishing your goals. The quality and quantity of your thinking is a significant determining factor in moving you in the direction of your goals.

Another topic in this story is that decisions are often impacted by your emotions. Many times your choices are biased as you adjust information to fit your beliefs and paradigms. For example to be right, I may collect evidence to substantiate my opinions and automatically reject information that disproves them. This is a narrow perspective without diversity and leads to poor decisions.

Therefore widening your options, seeing the big picture, and listening to differences of opinions before rendering final judgment might be the best idea. Making good decisions because you have the right theory, a high self-concept, and a large perspective on the issue will raise the probability of success.

Mahatma Gandhi once said “You are at the center of the universe with an unlimited circumference”. In other words, the limitations you place on yourself is in your mind. Having a high self-concept and a crystal clear visions are essential elements to break out of those self imposed limitations.

The key point here is for you to take responsibility for your thoughts, and results. This is the true definition of being a leader. If you don't like the outcomes you change them. That is what makes you a great leader of self!

Many times we may set our goals, dreams and aspirations at a very low bar and hit them. You are bigger than your dream! Set the mark high up in the sky and if you get three quarters of the way there, well then EXCELLENT!

Say to yourself “ I am ready to play a bigger game” Sometimes you may have to fight yourself and your own self imposed demons to get there. It is quite necessary to forge forward leaping over your fear, on this journey called your life. Look in the mirror closely glancing into your own eyes and say to yourself “ There is greatness in me”

Are you ready to download the next updated version of mental software, weed out the programs that don't serve you, and see the greatness inside of your beautiful mind?

Read on.

The following story is one of courage, determination, faith, and confidence. It is a take on David and Goliath from the old testament with modern day lessons. The two men confront each other in a battle where the outcome of their respective civilizations is on the line. The opposing combatants have different size bodies, strategy, emotional intelligence, and fighting experience.

Their theories and methods are completely different too. What considerations do you think are important in determining the final verdict? Certainly seeing themselves, as winners in their own mind will be impactful. Utilizing the right theory coupled with skills, strategy, timing, methods, and the will to succeed will have be large factors in achieving their objectives!

Contrarily, the wrong theory is absolutely deleterious, even if you practice the incorrect methods to perfection for 1000,s of hours. This is because the assumptions are wrong and the results will be based on erroneous thinking.

Lets get started from the beginning of the story.

Saul is the leader of the Israeli army and his leadership skills are not effective because he confronts thoughts, decisions, and emotions based on his scarcity mentality. “There is not enough and I need to protect what I have” is how he assesses his choices.

In a bold move that proves to be a disaster he puts the Army into a hunger fast as a way to show their devotion to him. He believes that by not eating their commitment to him as supreme ruler and King will be stronger. The strategy of attempting to change the army's thinking by this method does not feel right. Testing on a small scale would prove his theory and method ludicrous!

How important is theory to getting the results you desire? If King Saul had tested his idea he may have realized that moral was down on the front line. As the time for battle with the Philistines begins, he sees his army dissolve before his very eyes as they scatter throughout the hills looking for food. He is the supreme ruler leading his forces with the wrong theory!

The result of the hunger fast was their self-concept was diminished. Another consequence was that most soldiers felt their esteem and confidence dropped congruently. *Feeling less than* is probably not the best space to enter into an intense situation, especially a life or death battle.

KING Saul makes a secret attack on a Philistine outpost. He is not properly prepared and that coupled with his inept starving army is a recipe for disaster. Luckily by some divine intervention from above there is a sudden earthquake and the Israeli army scores an upset victory. *However, the king considers this unlikely win as evidence that he has the right theory!*

In reality this phenomenon spared the Israeli army from a total embarrassing loss. Nevertheless, the king used the results to feed his confirmation bias and need to be right. *"I have this all figured out and I am brilliant"* he says to himself! How often do you collect evidence to support your biased thinking while discounting other diverse opinions?

The Israelite army makes a **second** surprise attack against the Philistines based on their previous success. This time the results are materially different. The King's foolhardy edict for a hunger fast has dire consequences. When the soldiers enter the battlefield their main concern is eating. They are starving and not focused on fighting!

The Philistines are ready and well prepared this time (no surprise the second time) resulting in a heated battle. After a few hours the Israeli's are preparing food and eating instead of fighting. The famished army squanders valuable time. The cost is a bitter defeat because the window of opportunity has vanished!

In other words, rather than building confidence, and commitment the king's choices

lowered the army's self-concept. Now the soldiers thought they are not worthy and begin retreating, running into the hills and looking for food! They default to survival instinctual skills rather than listening to commands.

Time management skills count and there is an ideal time allocation to plan for a successful effort. King Saul has such a strong ego believing he cannot commit errors or make mistakes! He bypasses ordinary conventional thinking and makes decisions from gut instinct using fast thinking.

There is an optimal time to implement a carefully thought out strategy and complete required actions. The King is not cognizant of this principle or how to make predictions based on the data collected from the diversity of his team! A scarcity mentality continues to feed his thoughts and his ego.

Bias is a skewed opinion, a narrow outlook, passing judgment based on feelings not fact, a partial perspective, often accompanied by a refusal to even consider the possible merits of alternative points of view. People may be biased toward or against an individual, a religion, a social class, a political party, a concept, an opinion, or myriad of other things. Biased means one-sided thinking and basically being totally closed minded to other possibilities.

Confirmation bias is when you collect evidence to support your thoughts and ideas. Those that support the ego and the need to be right are accepted and even amplified. Those that are contra are summarily dismissed and negated. In the end any theory can be made to look absolutely right with this bias. It is best to widen your option with diversity to gain full perspective and consider counter points.

Thus the current state of the war with the Philistines is the result of Saul's mistaken concept of brilliance. His ideas are strongly influenced by his own confirmation bias and the need to be right. Coming from a scarcity mindset further limits the thinking to a space of blame and justification.

Having a mind polluted with blame, shame, righteousness, and jealousy only clouds the situation. This is operating below the horizon. Coming from responsibility and accepting the results is the solution. Another piece to the success puzzle is to remove residual irrelevancy and come from abundance. *As we add pieces the picture becomes clearer.*

What is leadership in one word? PREDICTION. This allows the leader to make a calculation based on the information presented with authority, conviction, diversity, and certainty. The positive, high self- concept of a great LEADER is focused on responsibility

and team building.

Other characteristics of leadership include the ability to empower others and build a cohesive team that works together. Leaders often lead by example and have the trust in others to delegate authority. This powerful style of command enables great ideas from the team; the benefit being further creativity.

Another incredible tool is the power of intention. This is not just a resolution like the ones you may make on New Years Day. Those might be broken without remorse or a second thought. Full tilt, one hundred percent intention is having a determination that your success is imminent and nothing less is acceptable.

When your thoughts are aligned with absolute one hundred percent intention, and the vision is crystal clear, the “how mechanism” will show up. In other words do not get stuck in the minutia of the “action part. “***THE HOW***” will appear when you are adamant on the intention and the clear vision is omni-present in your mind!

The Big Picture “Everything Speaks”

Now that we are familiar with some of the theory and methods, conveying our message to others is another important element. How other people hear and see you counts. One definition for communication is “the response I get”. In other words it is not what I say, but what others understood!

People have to be responsible for their thoughts, so they have to learn to control them. If we don’t want to think certain things then we do not say those words! We do not have to eat everything on our plates and we do not have to say everything that crosses our mind.

You do not have to pay attention to those unwanted thoughts and you can choose to speak with good purpose. If the thoughts keep coming back into your head just leave them alone and say to your-self “ I choose not to have such thoughts” and eventually they will go away.

More to the point are the following two words....***Everything speaks! How I dress, my tone, my body language, am I on time? how much confidence do I exude?, and myriad of other elements effect the communication. Words are perhaps only seven percent of the communication process whilst tone (38%) and body language (55%) speak volumes.***

Let us look at the bigger picture in the story up to this point.

The Israeli army has its own rebellion and revolt going on because things are not going exactly to plan. Even with the best of intentions things often go awry without the proper plan and theory. The strategy would best be served with backup options. Whose life has gone exactly to plan?

So here the Israeli's are at the mountaintop near the city of Kadesh in disarray and needing direction and leadership. The land of milk and honey is just across the valley and they can smell the sweet aroma of this beautiful Promised Land. Spies are sent down into the land of Canaan to evaluate the situation and assess how to proceed.

As they return at nightfall to report to the King and the counsel the air is filled with excitement. There were 12 investigators sent for the sake of various opinion and diversity. Having a wide array of thoughts will certainly help the king and the counsel make a fully informed decision.

The reason there were 12 spies sent into the land of milk and honey were because there were the 12 tribes of Israel and each faction must have a say. Having a vote is important and having the diversity of several team members will give you an in depth perspective of the issue. This is critical in your decision-making.

The report states that land and its fruits are truly magnificent. Apples so red and bright they are described in such perfect detail that the king's mouth begins to salivate. Oranges in groves with beautiful textured skins and glistening with sugar the people wanton for such fruit. Nuts falling from trees moist and juicy and ready to be eaten from the ground they fall upon.

Lamb, Sheep, and cows, roaming the pastures with thick vegetation, the animals eating to their hearts delight. The wealth of nature all about, rye grass 6 feet tall, acorns plentiful, flowers blooming everywhere, and fruit trees adorn the land. Honeybees busy at work collecting nectar, making honey, and pollenating the countryside flowers. Butterflies and hummingbirds ornament the sky with colors so vivid it was hard not to notice the plethora of natural abundance.

The only problem for eleven of the spies is the size of the inhabitants of the land. The Philistines are gi-normous! Thus the majority of the spies tell Saul, "We went in to the land where you sent us; and it certainly does flow with milk and honey. Here is a sampling of its luscious fruit. "Nevertheless, the people who live in the land are strong, and

the large cities are fortified.

Moreover, we saw the descendants of many different tribes stretching from the great Mediterranean Sea all the way to Jordan. They roam the land in bands appearing impenetrable. They are omnipresent in the valleys below, along the forests, and across the mountaintops. Battle tested they prefer to attack from the side of steep hills where they feel they have every advantage.

Eleven of the men are naysayers and say, **“We are not able to go up against the people, for they are too strong for us.”** There are obstacles and stonewalls that we could never get over. *They have given up hope before they even get out of the starting gate.* **From that space it appears victory will be quite improbable.**

The twelfth spy sent to investigate is Caleb the son of a tribe leader and well respected. He is very intelligent and his ideas are held in high esteem. As he returns to the top of the valley leading back to the city of Kadesh, the masses are loud, a bit unruly, losing their patience awaiting any relevant information.

Caleb quiets the people before Moses, and says, “We should by all means go up and take possession of it, for we shall surely overcome any problem.” Thus it is important to stick to your beliefs as Caleb did and report the story from courage as a leader.

He carries this out masterly. Caleb is prepared when he commences his speech and has practiced his words and delivers a carefully thought out presentation. In fact it is a powerful presentation properly sequenced and he has rehearsed it in his mind dozens of times!

The eleven others are afraid and allow their fears to overcome them, therefore they report to the sons of Israel a very negative situation of the land they had spied out. They present full of fear and trepidation saying, “The land which we have gone to study is fraught with risk, and it is a land that devours its inhabitants. Most importantly, all the people whom we saw living there are men of *great* size.

They paint a gruesome scene with their words so that the listener is taken aback and quivers. “These inhabitants will eat us for lunch and place our bones to the soil” they retort. They are not to be messed with. “We should just be content and go back to the desert,” the message conveyed.

When they finish speaking the context is that the Israelites should fear the size (and thus military strength) of the “giants” and back down. “We can’t go up against the Canaanites,” they protest. In the end the words are also powerful and play to the fears in

other people! This starts an epidemic of doing nothing!

How do you know it is time to change ponds?

This generation of Israelites dies in the wilderness while swimming in a pond of complacency and stagnation. It is probably time to change ponds! *How?* By changing your thinking, getting crystal clear on your vision and having 100 percent intention to accomplish your goal.

THE GAP is a metaphor where you are on a mountain on the left side and your goal is on the mountain on the right side. Between the two lies is the valley of fear, failure and doubt. Thus seeing yourself in “THE GAP” is the way of living by fear, as a follower.

They succumb to their attitude of not being capable to overcome the fear. Their self-concept is very low. The result... *that entire generation of followers perished at the doorstep of fear.*

To succeed at THE GAP you must see your vision being bigger then the fear and your intention to win stronger then your intention to lose. You cannot play “not to lose!” You must play a bigger game: The game to succeed! The way to do that is create what you need to create to succeed and win.

Winning does not mean the other side must lose! Although some situations in life might very well be adversarial, you must make the attempt to make the other side a winner too. In other words come from a space of WIN-WIN.

How do we do that? Firstly you gather as much information as possible and seek input from our core team to establish multiple points of view and diversity. You also go deeper and use our thinking to see the crystal clear vision. With incredible focus and one hundred percent intention, the strategy and method will appear. With high self-concept you can trust your intuition and ability to lead yourself to the desired result!

There is enough abundance is the proper mindset and not come from scarcity. Abundance “sharing is having more” is thinking about others and caring. Compare this to the much more self centered “what’s in it for me” scarcity mindset.

In the land of milk and honey there is enough for all the people to thrive. The land has plenty of food, water, rich soils and other resources to make it a true *nirvana*. Moreover, bringing the leaders of both sides together and making an accord would be brilliant for there is abundance.

Cooperation and convergence is the way to bridge that thought and make it happen. Competition is the antithesis of cooperation. With convergence and working together all the people can thrive and share food, markets, medicine, and knowledge. Competition is a game where one side wins and perhaps a loser on the other side.

In some cases there are sharks out there! The fishpond is too dangerous, perhaps contaminated and it is time to get out or do something different. This is a case where you let the ship go down and you get out. It cannot be saved and hanging on while it is decaying is a deadly outcome.

Sometimes letting go of what does not serve you is a success strategy when there are dangers lurking about! Holding on to such baggage will only insure the demise and failure of all connected.

Moses and King Saul send a delegation over to the other side to try and work out a pact. The results are less than fruitful. The other side wants to play for a winner and the loser enslaved. Sometimes a scarcity minded person refuses to come from the space of “together we are better” preferring their own dominance.

There are “TAKERS” and there are “GIVERS” At the very least make an attempt with integrity and honesty to get to an amicable resolve. If rebuked then and there is little choice to make a resolution then consider making plan B.

When their children – the second generation of Israelites – are ready to possess the land, Moses gives them very clear instructions regarding the enemies they will face in possessing the land. “The land you desire is in front of your eyes, take possession as the owner. Do not fear or be dismayed of the unknown in the valley!

Moses continued speaking these words for all Israel to hear. “I am a hundred and twenty years old today and no longer able to come and go. The heavens have spoken to me and **you shall have victory**”

These words propel the Israeli army and their confidence is raised. For what is fear? It is an attitude and more specifically the attitude of the follower. To face fear and to conquer is the way of the leader. The words that Moses expresses is a tipping point and the people feel his positive energy and confidence shifting their thinking.

Upon hearing the words their exhilaration is raised and they feel good about themselves! Thus Moses primed the mindset of his people and their thoughts were clear. They

had a vision and intention. He instilled belief and courage and their self-concept raised high and mighty.

They knew instinctively that have what it takes to cross the valley and get to the other side. To cross THE GAP and reach their goal is the path of the leader! Now their visions are crystal clear; their intention is precise, focused and one hundred percent.

What is the definition of a thought? Is it an idea? Could it be energy? How about emotions and a feeling inside your mind? Is that a thought? I would like to ask you the CRITICAL question “What do you think about you”? In other words how do you see yourself?

Take a moment and close your eyes and write the three ***most important thoughts*** about how you think about you in the following manner. I AM...Fill in the blanks with the three thoughts. I AM _____, I AM _____, I AM _____

Having a positive I AM about you is the first step in developing high self-concept and a sense of purpose. This is where it begins! How you see yourself through your “I AMs” begets the type of experience you will have. Other examples are the direction of your growth including moving forward with self-esteem, confidence, and the “I CAN mentality”.

Another byproduct is “I like myself and I like other people too” From that space there will be an even higher self-concept. This alone will change your relationships significantly!

Moses further primes his people with following words of wisdom “Boast no more so very proudly, do not let arrogance come out of your mouth; for not by might shall a man prevail. It is by the goodness in his heart.”

This is his way of telling his people speak with good purpose. Moses is a great leader and has strong leadership skills. His message creates the feeling of “together we are better” with no person better than another. It also demonstrates “sharing is having more” and Moses has enlightened his people.

The Israelites would like a king to advise them and to rule over them with a heart of gold. A good part of their motivation wants someone who will go before them and organize their battle strategy for them. Knowing that Moses has aged and will not be making the journey into the Promised Land it is time to choose a new leader.

Saul is chosen, a man who stands head and shoulders above his fellow Israelites. They feel this is the man who will deliver his people from the Philistines. However, Saul's first battle with the Philistines comes on the heels of his decisive victory over another opponent earlier that year. This gives him a false sense of security and righteousness.

In reality, when the rubber meets the road, Saul panics because of the size of the Philistine army. How intimidating it must be for a person not to see himself or herself as a winner? His self-concept is low causing a panic attack and desperation. This state of mind is the result of fear and lack of confidence. *This space is the beginning of the end for Saul.*

The situation between Israel's soldiers and the Philistine army reaches a kind of stalemate. Saul seems to prefer it this way rather than to risk any aggressive offensive action. There are two possible mistakes here.

- 1) Number one is acting when you should not and thus doing something incorrect when thinking it through might be the better plan.
- 2) Number 2 is not acting when you should and thus being complacent when you should be pro-active!

The Setting

The Philistines gathered their army for battle. They were gathered at the town of Socoh on the western side of the hill. Saul and the men of Israel were gathered above the valley of the city of Elah on the Eastern side of the hill. The Philistines stood on the mountain on one side while Israel stood on the other side, *with the valley between them.*

Saul is fearful because he does not want to take the initiative against such giant aggressors. Perhaps he should just surrender and spare any losses. On the other side, the Philistines seem eager to not only regain the military dominance but their sense of pride as well. The combatants and the battle are set and ready to begin!

Things start off very slowly but loudly with verbal torments and each side feigning a fight with shouting. There is ear-shattering noise with all of the hype of war, but with no real contact or casualties. Saul's army does not really want to fight seeing the grandeur of their opponent.

Introducing Goliath

Here comes the peoples “champion” giant Goliath, from Gath, whose height is over 10 feet tall! (Not to mention his body weight of 480 lbs.) In addition, the super sized man *has* a bronze helmet on his head. He was wide too, clothed with scale-armor that weighed a hundred pounds of bronze. Can you imagine such a virtual fighting machine almost 11 feet tall with his helmet on bearing down on you?

The shaft of his spear was made of sharpened I- beam iron, with the tip *weighing* twenty-five pounds or more. So huge, he needed a servant to walk before him to carry his personal shield, which was replete with blood stains from the victim of his last battle.

Goliath enunciates “Am I not the great warrior Philistine and you, loser servants of Saul? Choose a man for yourselves and let him fight me. If he is able to persevere and kill me, then we will become your servants. However, if I prevail against him, then you shall become our slaves.”

The Philistine continued, “I defy the ranks of Israel this day; give me a man so I can kill him.” Fear and trepidation of all those that heard these mighty words permeated the air.

The Philistines have it together! They utilize steel as well as bronze in their implements of war. They have ranks and files organized in rows. Moreover they have GIGANTIC GOLIATH in the front row with a record of 100 wins and no losses. Former victims bloodstain his ornaments of past wars.

So indeed they should use and leverage their best weapon giant Goliath. Why bother to send an entire army and fight when they can send number one, a virtual lock to defeat any man who walks the planet.

The Philistines have actually evaluated their situation and sending Goliath is the best plan. Think about it, with all the benefits of their heavy body armor, they also realize that there are challenges and disadvantages too.

Further, they have designer chariots, engineered for relatively level ground, not mountain slopes. The danger of fighting in such rough terrain is clearly not in favor of the encumbered weight burdened Philistines.

In battle the terrain plays a significant role on how you will enter combat. The

method of fighting is much different on a hill than on a level field and requires a different theory. Even if the Philistines outnumber and outclass the Israelites in their weapons, the landscape is a hindrance to them. It is important to masterly know the playing field when you do your business.

In planning your strategy you must use leverage of every kind. The Israeli's are outclassed in every aspect of this battle *except motility*. Here the location of the fight may favor the army of Israel because the side of a mountain nullifies the benefit of iron-clad soldiers.

Just like in modern sports having a great court sense or position on the field matters. Great tennis players know exactly where they need to be after hitting each shot. Racquetball is similar; controlling the court from the center is the best advantage.

The same holds true for the reciprocal: being in the wrong position will magnify the advantage of the opponent. As you enter the situation be mindful of all the elements and how they can best be used to gain great advantage. In fact one definition of a lever is a tool that grants the user significant advantage.

Why should the Philistine army try to fight when their ability to move, adjust, and re-position itself is clearly hampered. They know that lugging around all that armor is burdensome. Can you imagine trying to climb up and down hills carrying hundreds of pounds of armor compared with featherweight soldiers wearing light cotton cloth?

When Saul and all Israel heard these words of the Philistine, they were dismayed and greatly afraid. Fear and the impossible thought of being able to defeat this monster was rampant in their minds. For most of the proletariat their low self-concept delivered mental defeat before they even considered a plan!

Goliath's challenge is somewhat tempting, if someone is willing to fight him. Goliath must have understood his take on the leverage of being large. His massive reach could easily destroy a man who lacked that same physicality. Therefore in his mind his enormous size was a lever and the playing field is taken out of the equation. This is narrow thinking and that leads to errors.

Goliath is both cursing and cutting down the Israeli people. He is belittling them with an arsenal of tricks to weaken their self-concept. We can expect Goliath to be divinely cursed by some greater power for his abuse of ordinary people. Accurately speaking, darkness of the future already hangs over the head of Goliath, the blasphemous Philistine who speaks with an air of arrogance.

Does Goliath the giant terrorize the Israelites, including their leader Saul? YES HE DOES! Instead they should be saying, “Only one giant?” Is disbelief in their own conviction and being intimidated by the size of Goliath or his arrogance a cause for their mental failure? FOR SURE!

This situation is neither new nor novel. The odds are no worse here than elsewhere. Israel simply lacks faith in themselves and strong leadership. If they would have had high self-concept perhaps they could have dismissed his belittling trickery.

Introducing David

Now David was the son Jesse a simple man of Bethlehem in Judah. Jesse the father was old in his days approaching his mid 80's and constantly thought of his eight sons. The names of his three oldest who went to the battle were Eliab the first-born, then second Abinadab, and the third son was Shammah.

Then there were the next four brothers who were businessmen and had other professional careers. All told David was separated from his older siblings due to his young age. He remained at home to care for his aging father and tend to the family needs. His job included protecting the assets that included the small flock of sheep, lamb and goats.

David was the youngest by a wide margin of years and you might even call him the baby of the family. David's job was simply to tend his father's flock at Bethlehem, which in turn represented a substantial portion of the family net worth. This made his job important and the family relied on his skill or there would be detrimental financial issues.

They leased a very small plot of land and the house was quite rudimentary with little improvements. There were taxes to pay to the king and a constant struggle to pay the bills. They ate mostly home grown vegetables and exchanged milk for other staples with their neighbors

Life was fairly simple and the family desired no more. David occasionally would play the harp and serenade his father. That brought them close together and they enjoyed a very special bond. David wore the simplest of clothing spinning the cotton on a rusty hand turned machine. Usually he made basic shirts and last year he spun a beautiful draped robe for Jesse replete with a wool collar.

This 5 foot 7 inch young man weighed barely 145 lbs. had golden brown curly hair and blue eyes. A thin stature with no striking muscular features, however a big smile and beautiful dark skin. His energy warm and radiating, making him very noticeable. Today

unshaven leaving a shadow across his pronounced chin and perfectly shaped mouth.

Woman would probably adore him for his positive energy and aura that seemed to be magnetic. With his good looks and unmistakable smile he was certainly an awesome catch. However, staying at home and caring for dad he never ventured far, therefore quite inexperienced in these matters.

The Challenge

The Philistine came forward morning and evening for forty days, and took his stand. Goliath appears to act like the commander of the Philistine forces, but in fact he is just a figurehead. When he is introduced, it is neither as the Philistine's king nor their commander-in-chief, but rather as a "champion."

Goliath seems to speak for the entire Philistine army when he proposes a solution to the stalemate between the two armies. It is one which will give him great pleasure because he loves a good fight, The fact that he is alive bears witness that he has not lost a fight yet, and this monster of a man has an incredible advantage.

Nevertheless, the offer stands, if but one Israelite opposes Goliath and wins, Israel's victory over the entire Philistine army will be conceded (a long shot at best). In this way, only one life would need to be lost to determine the victorious army.

Over a period of forty days, the Israelites seem to become increasingly fearful and reluctant to oblige Goliath. All the while, Goliath seems to become bolder. Twice a day Goliath approaches the Israelite front lines and challenges any Israelite warrior with the courage to come out and fight him.

You may imagine that as the days wear on, Goliath becomes more arrogant, approaching closer to them. With each step the Israelite's trepidation increases. His offer is first a challenge, building to a taunt and ending with intimidation. He is trying to goad the Israelites into action.

This is an easy challenge for Goliath to make. After all, this fellow is a giant. If he were a basketball player today, he would smash his head into the rim! He could change the bulbs on a chandelier on top of a ballroom with out a ladder. Most men did not even reach half way up his chest when they stood tall.

If his height were not enough to terrorize the Israelites, his armor would send a chill up their spine. Goliath really does send a message just by the way he is outfitted. His physical being is imposing at every facet. Everything speaks and his physical presence is

daunting!

He carries weapons of absolute mass destruction for the time, for example the previously eluded to blood stained spear. He also carries a sword as sharp as a razor which could penetrate a mans flesh with minimal force. He appears impervious to any other mans approach!

Certainly Goliath the best one man fighting machine in the world is **not to** be taken lightly. The Israeli army is so frightened that no one is willing to accept Goliath's challenge. Finding a soldier who wants to take on this behemoth of a man seems improbable or perhaps even impossible.

Morning and evening for forty days Goliath tries to provoke someone to fight him, and he verbally abuses and torments his opponents. Goliath, the battle tested 100-time champion, is an intimidating gi-normous hulk that could bulldozer flatten any normal size man in seconds!

DAVID IS SIMPLY A SHEHERD, his life fairly uneventful and not particularly exciting except for a few encounters with beasts of burden. He wakes up daily puts on his hand woven cotton cloth and checks on dad. After a basic meal they say their prayers together, wishing their love and safety for the rest of the family. This may seem ritualistic but it is so important for their relationship and they are very close.

Going out in the field 12 hours or more, would segregate his father and he worried about his well-being. He realizes his family's entire net worth is based on this tiny little flock of animals so protecting his father's assets is paramount.

David becomes proficient at driving away other animals that see the flock as easy prey. His principal method of defense begins by using his physical position on the lands he grazes. Where you stand on the court matters!

David knows this and when animals of a large size and other beasts encroach onto the land he uses his voice, his tone and his slingshot to make such creatures flee. Men control the real estate they command by where they stand and what noise they make even without sound. Everything speaks. (Even silence!)

He does this day after day practicing and learning his craft. He has mastered the ten thousand hour rule with confidence. The rule works flawlessly with the right theory! The result, success in protecting and keeping the family net worth in check and always having milk to trade for other food. Knowing your craft is important as it raises ones confidence

to experiment with new ideas.

Why this “family” emphasis in describing David? There are several reasons. *First*, it is not David’s appearance that will make him the perfect soldier for this job, but the depth of his heart, core values and character.

Second, in order for David to be recognized as the one he must come from a space of service and gratitude. For David this comes naturally because he lives in that space.

David, being the youngest in the family is assigned to care for the sheep, to tend the flock and perform a service for the family. He never has blame, regret or jealousy. He loves what he does and performs his tasks admirably.

His aged father sends him to deliver food to his brothers at the battlefield. Sending his baby son to a war zone seeking a report about the rest of the family welfare is extremely risky. Nevertheless Father has total confidence in his son’s ability to make the right choices.

Father does not believe that such a young inexperienced boy could be a soldier, going to battle fighting for his country. In fact the thought doesn’t even cross his mind. The dichotomy here is that dad thinks David is quite content in his duty a shepherd while the boy is ready to evolve into great king.

What lies deep in David’s sub conscious mind is courage, self determination” and an understanding of the “I AM CONCEPT”. He sees himself accepting responsibility and serving his people from a space of giving and gratitude. His number one “*I am*” is focused in particular on the following brilliant concept “I am a leader”

The unique thing about leaders is that they accept responsibility for their thoughts, words, and results! If they don’t like them they change them. Being a leader first and foremost means leading yourself. Leading other people is *leadership* a different concept. Before that can occur one must be able to be a leader of self.

Normally in service to the King there is a proper sequence followed, starting with the oldest son of Jesse. This was typical protocol and then the most experienced and battle tested was considered. The youngest and least experienced was dismissed, however, this may be the wrong method.

Getting the first 15% correct is important and getting that right is critical for the following 85%. King Saul makes a wise choice by selecting someone without wartime

experience or the oldest son. He breaks tradition and widens his options. This is the key point; he is open to many possibilities and points of view.

David Visits His Brothers in Battle

One morning Jesse says to David “Take a special gift of roasted grain and ten loaves of bread to your brothers. Continuing he enunciates “Bring a kilo of this ripened cheese to the commander of *our forces*, so he may share in our family’s abundance. (Considering they were dirt poor this speaks volumes about Jesse’s mindset.)

David arose early in the morning leaving the flock with a keeper, packing the food, and departing as his father had commanded him. He arrived at the camp while the army was organizing in files shouting the war cry.

Israel and the Philistines drew up in battle array, army against army. The mood was tense, the air filled with fear and the unknown. David quickly ran to the front line greeting his brothers.

Embracing his brethren, their eyes met and he felt so proud to serve his brothers. Just as they realized their baby brother was here on the front line the following words were being uttered from Goliath and David heard *them*. “Who here has any bravery to face a man like me?” Many a man scattered filled with fear and intimidation upon seeing the giant, but not David.

There was talk on the sidelines of who shall have the courage to fight such an oaf. This gigantic hulk of a man who shall surely skin his opponent to the bone is a huge obstacle. What shall be the reward to such a man who would attempt such a ridiculous endeavor and survive this epic encounter?

David heard the following conversation through the dispersing crowd, “The king will enrich the man who kills him with great wealth, offer his beautiful daughter as a wife, and also grant a plot of land with a free house to any man who can defeat this monster.”

Goliath’s prominent role is predictable, even expected. He is a seasoned soldier, an arrogant (if not courageous) fighter, and a champion whose role is to defeat any opponent. He has learned never to give up, never to surrender, and continue until the demise of his victims.

His impressive credentials as an experienced war veteran are like reading the statistics of a most valuable payer. He is undefeated believing there is no man on earth that could possibly out duel him.

He is aware of his grossly large size and how much leverage and reach that gives him. His space is the belief of being un-assailable and he sees himself invincible! This mindset is small and extremely narrow and does not serve his impeccable battle records.

Precession

David comes into this arena in a very different way. David is hearing the words for the first time and he has never fought except with beasts of burden trying to fetch part of his guarded flock. The shepherd has never worn armor and does not even know how to put it on. The youngest sibling has never fought in any battle, never killed a man and barely has wrestled when his older brothers.

He is not in the army nor would he qualify being of such small stature. His three oldest brothers are officers are very well known in the defense force for their combat skills. Even more to the point, there are four more brothers who are not fighting with other various professions and experience.

David's job is to play the harp once in a while and to care for his father the sheep, and help around the house. Who could ever imagine that he would end up accepting Goliath's challenge? It just doesn't appear to make sense at any level or does it?

David's arrival at the scene of conflict is not the result of his own initiative. Ostensibly, his purpose for visiting is to take some food to his brothers and their commander. In addition he is here to check on the welfare of his family and report it to dad. You could make a bet that it is certain Jesse does not want to put his youngest son in harm's way.

Father expects David to arrive while the soldiers are in camp, not on the battle line. He wants David to deliver the supplies, speak directly with his brothers, and then hurry home with the news without getting involved in any fighting. Dad's wish is to know his sons are ok while he is resting at home as the proud papa.

It simply does not work out that way. The universe precessionally orchestrates events so that a very different series of events transpire. He made sure someone would look after his flock of sheep and after talking with the caretaker he realized he was behind his target schedule. If he had he arrived just a few minutes earlier, his life might have

turned out completely different.

Had David taken the southern route over the hill and into the camp of the army he would have arrived 30 minutes early. He could have simply handed them the supplies Jesse sent, asked about their well-being, and then set out for home. There is a strong probability he would not see the front line nor hear Goliath's words.

David arrives late, as the Israelite soldiers are leaving their camp and rushing toward the battle line. The soldiers are giving an impressive battle cry in unison as they charge forward. David has little choice but joining the frenzy of the exhilarated crowd.

This is a perfect example of precession. What is precession? Let us examine the plight of the honeybee. The purpose of the honeybee from the bee's point of view is to gather nectar and bring it back to the hive converting it into honey. That is the main thought of the bee!

It uses its front legs to collect the nectar and sweep its bounty into baskets that lie on the back legs. Filling the baskets and returning to the hive to deliver its precious cargo the honeybee is hard at work. Trip after trip, basket after basket, the honeybee is relentless in the pursuit of bringing home food. It continues on and on from daylight right on through to darkness. Voyage after voyage it is the perfect worker. Never complaining, just performing a duty for her queen.

Now a funny thing happens to the bee during the workday, it gets contaminated with pollen from all those flowers. Pollen sticks like popcorn coated with glue to the bee and interferes with the bee's duty to gather nectar. The pollen adheres to the bee's wings, thorax, and in its eyes. The pollen is quite an impediment and prevents the bee from operating at optimal speed.

Wouldn't you think under Darwin's theory of evolution the bee would be able to repel the pollen and help reduce the poor obsessed workers problem? After all the bee deals with weather and rain, the effects of the wind and flying, sense of smell and direction to find its way back home and now this pollen problem. Using Darwin's theory, the thorax of the bee would be coated like Teflon after millions of years of natural evolution repelling contaminates.

But alas NO! The bee has a way different job that **not** even the bee is aware of. It is pollinating flowers for the next generation of bees and birds, and 1,000's of other insects and animals. It is preserving the food chain and insuring generations to come.

The Bee is perfect and an integral part of this evolution of all species. At ninety degrees off the flight path cross-pollination is happening and the bee is unaware of this beneficial magnificence! Precession is when something totally unexpected happens and it could not be foreseen! Sometimes it is completely unknown whatsoever.

For precession to occur you must stay in motion and it will happen ninety degrees off your vision. It is unplanned and you might very well not even be aware of it happening.

The Offer

Goliath steps forward to repeat his challenge for the 41st time. Goliath enunciates the same spiel one more time even at the risk of being redundant. David listens to this giant's challenge and his cursing of Israel.

He watches the frightened Israelites (including his brothers) draw back, their courage shattered by this man's words and appearance. A few of the Israelite soldiers speak directly to David, he hears their opinions and words very clearly.

The words David comprehends catch him completely off guard, so much that he asks that the matter be repeated. "Is there not one of us who would risk our life for our family, for our people, for our country, for our ever being?"

Most of the soldiers consider King Saul's offer of a substantial reward to the volunteer who fights Goliath and defeats him. Saul even ups his offering of wealth and recently added his daughter for a wife. He also promises to exempt the volunteer's family from taxes.

Moreover, this must be speculation, because normally a three-fold offer is not presented all at the same time. This type of negotiation happens progressively and in steps. Sometimes you must be prepared to pounce and jump and other time you must use a lag-gard strategy and allow the offer to become enriched and better.

When there is high need by one party there might be a reason to increase the offer. Saul has sweetened the stakes by counter offering his own proposal and increasing it regularly. This is because his high need demands a result immediately.

Day after day there is nobody willing to accept his proposal. Counter offering your own proposal is generally **not** the best strategy. It clearly demonstrates desperation, se-

verely weakening your bargaining position.

Making an offer creates the power of acceptance an absolute tool to master!

This leaves three distinct possibilities, accept, reject, or counter offer.

The King wants to make a formidable showing and at least take on Goliath. He calls for a volunteer to do so but **NO ONE** volunteers. Then he sweetens his offer including the addition of other assets. Still no takers.

A few days later, Saul adds one of his beautiful daughters for a wife, yet there is still no acceptance. Finally, Saul adds a further benefit to the package, he will grant land and exempt this man's family from taxation. This is an offer that is enticing and acceptable.

David hears the presentation of the offer, and he ponders the words and the dreams envisioned in his mind. The offering is so incredible and compelling thus he asks several people to confirm the material terms. He is amazed that such an offer has been made expecting any true warrior to serve his country. This is a privilege serving your people with a space of gratitude.

After all, this behemoth of a man is cursing the people of planet earth, and thus himself. David is certain that he can overcome Goliath and deliver the victory. It is a lock, a proverbial cinch! Enticing wealth for the great honor of fighting Goliath is such a tipping point that David jumps at the chance.

It is too much to comprehend? David asks over and over to be sure he has heard correctly. Is there some catch? Why is no one accepting Saul's offer to fight?

How often does the deal of the century occur? The answer would appear to be *once a century*? HOWEVER it happens every minute. You have to create it. You have to be pro active and be ready to make an offer or accept an offering.

Offers have time limits and expire or perhaps someone else will accept to your preclusion. Therefore the first person that agrees and lets it be known by communication becomes the winner. The person who gets accepted will have certain rights to that transaction. That matters in such an important way, it differentiates the haves from the have nots!

There is a time to execute and there is a time to lag. This is the time to pounce, be-

ing cognizant of how and when you respond is a critical skill to master. Communication is the key point here, let it be known you are one of the parties to the deal and you have accepted. Silence here is a death warrant and the result would be “NOTHING”

The Naysayer

Now Eliab the oldest brother of David heard about the possibility that his youngest sibling might accept King Saul’s offer, therefore he responds. “Why have you come to the battlefield? Whom have you left those *few* sheep in the wilderness?

I know your insolence and the grandeur in your heart; but you are mistaken for you are nothing but a simple shepherd” Often others negative influence can deter our positive intentions.

David says in response, “What have I done now my brother? Was it not just a question?” “Should I not ask the questions that might change my life?” Then he turned away from his jealous naysayer brother and asks for clarification. The people answer with a similar response as before. “Yes, to the one who can fell this giant shall come great riches and freedom for our people”.

Most think the miracle of this chapter is David’s Fight with Goliath. While this is incredible, let us not forget that many obstacles must be dealt with before David can even confront Goliath. The first is David’s circumstances.

He is young, inexperienced, and not even in Saul’s army. He is a shepherd boy, tending his father’s flock a number of miles away from the place where the two armies are facing off with each other.

David must get past his older brother, Eliab, and then approach Saul the King! He must first obtain official permission to engage Goliath on the battlefield. The first obstacle is in the process of being removed.

David is now dealing with the first obstacle – his oldest brother, Eliab. The ultimate naysayer who immediately castigates David to put him into his rightful place according to his method.

Let us remember Eliab’s words to David here in the light of jealousy, anger, and blame. He is operating from below the HORIZON line. Here the oldest brother is in his three R’s, Resistance, Righteous and Revenge.

Eliab must be “tall, dark, and handsome,” because everyone expects that he will be

the one anointed as king of Israel. Eliab has not learned the first ground rules of life that everything speaks and that he must speak with good purpose!

He has the ability to consider his words before uttering them profusely and affecting the others around him with injury. Just like your dinner, you don't have to eat everything on your plate and you don't have to say everything you think! Speak with good purpose!

Eliab is rejected (along with David's two other older brothers) because the leaders will not choose the king on the basis of outward appearance, but on the size of one's heart and values. Eliab is not in the "space" and comes from arrogance.

To compensate for his own inadequacy he speaks from his false sense of entitlement. After all, according to him it is he who is the oldest has his rightful place in the hierarchy.

Eliab does not come out looking very good because his values are misguided. He hears David is inquiring to some of his fellow-soldiers about the rewards from defeating Goliath. Eliab is greatly angered and proceeds to vent his envious anger toward David. Operating below the line is never a good way of dealing with others. Coming from a space of jealousy, blame, and shame is diametrically polar opposite from responsibility.

Eliab first accuses David of coming to the battlefield for all the wrong reasons. Specifically, he accuses David of wanting to be a spectator at the battlefield for his own entertainment. Eliab either does not know that David has come in obedience to his father's instructions, or he mentally sets this aside because of his own confirmation bias.

He then attacks David by accusing him of forsaking his responsibilities with respect to his job of caring for his father's sheep. He indicts David for abandoning the flock adding insult to injury by the words, ("few sheep,"), suggesting that David's task is not only menial (taking care of the sheep), moreover, trivial (just a "few sheep").

Be Respectfully Direct

In fact, David has **not** neglected his flock, but secured someone to care for them in his absence. Worst of all, Eliab dares to judge his youngest brother's heart, accusing him of acting out of greed.

Ironically, in every area Eliab accuses David, his youngest brother is not only innocent but also commendable. David comes to the battlefield to bring food to his brothers,

take back news to their father and in obedience to his father's instructions.

David does not forsake his sheep; he secures someone to care for them while he is absent. David is not guilty of being greedy or coming from a space of taker for he is a "GIVER".

David is accused of coming to the battle scene out of childish curiosity. How dare his youngest brother come and raise questions pertaining to Saul's offer and Goliath's challenge! How dare my young child-like brother usurp my authority as next in line? Eliab is in defense posture seeing anybody in his way as "the enemy".

Suppose David had gone home quickly and given his father a complete and honest report about the war. What would he have told dad? He would have to report that absolutely no progress had been made in defeating the Philistines that Eliab, Abinadab, and Shammah all ran like cowards when Goliath approached.

He would have to tell his father that when he brought up the subject of volunteering to fight Goliath, he was severely "cut down" by his oldest brother. Is it not interesting that Eliab minimizes Goliath's arrogance and size, while David is falsely accused for doing and speaking what is right?

David is disappointed and distressed by his oldest brother's unkind words of condemnation, however, they do not stop him. He responds to his brother and challenges Eliab to be specific as to the wrong he has done. He seems to insist that the matter about which he is speaking is not inappropriate. **He is respectfully direct!**

Here is another lesson on knowing when to jump ponds. There will be naysayers that will try to persuade you from the true goal. They will beat you up, cut you down and use every tactic to dissuade you from the true quest. At some level your success is their failure (in their minds). David is wise beyond his years. He does not let his brother's remarks penetrate and he stays on the path he knows to be right.

When your pond gets infected with negative people it is time to jump into a different pond. How you see yourself in correlation to the pond you swim in matters. If it doesn't help you grow then let it go! David asks the right questions and gets clear on his next move. Clarity and having a vision is extremely important.

Powerful Presentation with Clarity

When the words, which David spoke, were heard, a few leaders repeated *them* to

Saul. Soon David found himself an audience with Saul, and he eloquently states, “I shall serve you loyally, defeat the enemy of your people, and risk my life to fight with this Philistine.”

Then Saul said to David, “You are not able to go against this Philistine to fight with him; for you are *but* a young rookie while he has been a veteran warrior from his youth.” David responded with authority and confidence, “Your servant was tending his father’s sheep. When a lion or a bear came and took a lamb from the flock, I went out after him and attacked him, and rescued *it* from his mouth; and when he rose up against me, I seized *him* by his mane and struck him and killed him.

“Your servant has killed both the lion and the bear; and this belligerent Philistine will be like one of them, since he has taunted the armies of the living.” David continued, “The spirit who has delivered me from the paw of the lion and from the mouth of the bear, He will deliver me from the hand of this Philistine.” For I am in your service and I do this for our community, for our people, and for the benefit of civilization and for no other purpose.

David was prepared and clear; his words were enunciated with clarity and brevity. Being able to write the words that draw the pictures in the listeners mind with your perfectly orchestrated communication is an important skill to become proficient at. David delivers with precision as the pictures in Saul’s mind are suddenly changed from automatic defeat to a dream of success.

Saul further imagines becoming a revered ruler who has conquered the land of Canaan for his people. How David’s eloquently conveyed communication drew mental video in the vision of listener Saul. A few descriptive words perfectly sequenced and the King is clearly aligned with David.

Saul expresses outlook, “Go fight for your father, brothers, my Kingdom, and for mankind,” Then Saul clothed David with his garments and put a bronze helmet on his head.

David flashed his sword over his armor and tried to walk, for he had not tested *wearing bronze*., “I cannot go with these, for I have not tested *them*.” replied David as he took them off. Test on a small scale before you go further is a method to prove your theory before errors on a larger scale occur.

David is also wise because he is aware of the above text: great ideas and strategy should be proven first. This armor at the onset appears to be major protection and quite

the defensive posture. It is also heavy and clumsy, taking away David's advantage of speed and agility.

Not being experienced in these situations and dressed in this "albatross" on his body doesn't feel right. It is his ability to know the field, to have court sense that is David's advantage and gives him the leverage being the first striker!

More importantly putting on something so foreign as these shackles of iron can reduce maneuverability. What appears to be a smart protective move could be a supreme dis-advantage. How often do I attempt business without a full understanding to the implications on a larger scale?

In this case David knows the right theory and ideal strategy is being the 1st mover. The first to get his shot in has the best chances; everything else seems to be counter-productive and an after thought. He also is cognizant to when and where that will occur and he creating what he needs to create to succeed!

Act As If

If Eliab had his way, David would be sent away in shame. Fortunately for Israel, David is neither devastated nor deterred by Eliab's sarcastic rebuke. If David's self concept had been weak he may have backed down and returned home empty handed. Moreover it is probable that he might have even a bout of depression for being denigrated.

Furthermore, Saul had received word about David's interest in his offer of defeating Goliath because David ASKED the right question! How often do I not ask the question that if I did might change my life? From this we learn to speak up and make a noise!

Saul summons David, whose first words to his king are gracious and encouraging. The presentation focuses upon Saul who is terrified by the foreboding presence of Goliath and the Philistines. ***David graciously and somewhat indirectly encourages Saul not to fear.***

David's high self-concept makes it easy to commit to being his best. David is determined to do what neither Saul nor any other soldier in Israel is able to contemplate, fighting Goliath without fear.

Before considering David's faith, let us ponder Saul's fears for a moment. Earlier it was eluded that by nature Saul is less than courageous. Looking through the smoke and the mirrors Saul is really a figurehead devoid of inner strength. More truthful would be

the following thought. “Saul is like a large lion pseudo fierce, without courage who hides in the baggage when he is called to act”.

David seems to be a man with a heart of gold before being faced with the Philistine debacle; Saul is passive, not aggressive, though fighting the Philistines is a significant part of his calling as king.

David is a man of courage and, at this point, the only Israelite on the battlefield with bravery. Where does he get this audacity? *First*, David’s courage grows out of his belief system commencing with himself. In short he has a deep understanding of belief. (A strong belief in yourself is the second rung on the ladder of self-concept)

David acts like the king of Israel should act. He trusts in himself, inspires his fellow-Israelites to do likewise, his positive vision of himself coupled his self-concept gives him innate power. (“ACT AS IF” for you can be anybody you choose)

His actions the day he faces Goliath are the result of crystal clear visualizations, meditations, and the screen of the mind. This young man is not a soldier, and some would say he is too young to fight.

David is placed in a circumstance *where he must trust himself*. To trust in yourself and others is the way of the leader, to back-down to fear is the way of the follower!

See The Big Picture

Saul gives David every opportunity to excuse himself and go back home to his father and his sheep without guilt or shame. There is a certain kindness in Saul’s words to David when he attempts to talk him out of fighting Goliath. Saul does not say that David is too small to fight Goliath, but that he is too young and therefore inexperienced.

Goliath is a seasoned champion with years of combat experience behind him. David is but a youth, with no combat missions at all. At least this is what Saul supposes, but David proves otherwise so convincingly that Saul allows him to represent Israel in fighting Goliath.

David is young, but his seemingly trivial duty of caring for a small flock of sheep has very nicely prepared him to fight Goliath. Eliab was never more wrong than he was about David, as David’s words to Saul show. How can a brother like Eliab be so wrong about a blood relative of his own family?

David sees and hears what every other Israelite soldier does that morning on the front lines with his brothers. *The difference is that David views this circumstance* as amazingly similar to situations he has successfully faced as a shepherd boy. Is Goliath strong and mighty, and able to destroy a man? So are lions and bears! David has faced them down and killed them.

Is Goliath an arrogant loud mouth? Few creatures are more intimidating by their roaring than a bear or a lion. In the carrying out of his duties as a shepherd, David has overcome the stonewall in front of him at every level. He has always had the instinctual ability to create a work around.

As David risks his life to rescue the sheep under his care he feels like he has done his duty of being in the service of. Is David worried about coming face to face with Goliath? No, because his self-concept is rooted in a place of gratitude. He comes from core values of integrity, honesty, and trustworthiness. He has delivered in the past from the paw of the lion, mouth of the bear, and the jaws of crocodiles. That confidence and very high self-concept will rescue him from the hand of Goliath.

Goliath poses no new threat, and since David has, destroyed loud-mouthed lions and bears by his hand, he can also destroy loud-mouthed Philistines. Does Goliath speak (roar) in a way that frightens the Israelite forces? Yes! However, he does not frighten Jesse's shepherd. David has traveled this road before.

David's faith in mankind and goodness is contagious, and Saul somehow believes there is a good chance David will prevail over Goliath. Saul gives David permission to fight Goliath even though he does not know "the how". When intention is so strong it appears the how will show up.

The King produces the finest technological armor of the day for David to wear. David puts it on and then takes it off, because he has not learned to fight in such armor – in his words, he has not "proven it." David will go against Goliath with the same weapons he has used before. He has mastered the ten thousand hour rule with the right theory and that has given him confidence and the expertise of his specialized skills.

He took his stick in his hand and chose for himself five smooth stones from the brook, and put them in the shepherd's bag. His sling was in his waistband as he approached the Philistine larger than life. This man is huge and with the shield-bearer in front of him he appeared to be the size of a building.

When the Philistine looked and saw David, he disdained him; for he was *but* a

youth, and a small nothing of a man, The Philistine said to David, “Am I a dog, that you come to me with sticks?” And the Philistine cursed David mocking him, “Come to me, I will feed your flesh to the birds of the sky and the beasts of the field.” Goliath spewed.

Then **David said** to the Philistine, “You come to me with a sword, a spear, and a javelin, but I come to you in the name of all the good people whom you have taunted. This day will forever change the planet for goodness shall prevail over evil”.

David continues “There is still time for you to back down. Otherwise, I will deliver you ripe and ready for the bone yard, I will strike you down and remove your head for all to see. Do you still want to fight me knowing the result will be your imminent death? A wise man would work a solution for both of us to win. Do you still choose win/ lose”?

Then it happened, the Philistine rose and growled, and enunciated noises so deafening loud, sounds never heard before. A behemoth on a wild tear, out of control, moving with violent flares!

A virtual lock against this less than average size boy who calls himself a man. Goliath says “ For you are nothing but a child short of reaching puberty. A loser of a man and I come to put you out of your misery. You runt! Who are you to insult the great GO-LIATH? You freak. I step on you like an insect and kill you instantly!”

Goliath zoomed in on that thought. All other thoughts and ideas were blocked out. A thinking tool morphed into obsession, taking steps in a mental fog, eyes affixed on the target, as gravity moved his 480-pound body closer.

The ground was shaking, adrenal glands pumping hormones, obsession crazed Goliath on a mission to kill. The crowds killing mentality energy rose to epic proportions. Have you ever noticed how the echoes of the crowd energy can raise ordinary individual powers to a significantly higher level?

Goliath was mad and his anger skewed and clouded his clear thinking. He had only one thought and as such, it commandeered his mind. Kill this opponent now. His judgment in total preoccupation and compulsion to slay David. His sights bulls-eyed on the target. The crowd mentality continued, even escalated to another level. Goliath, crowd mentality, noises, energy, feeding frenzy, the whole situation hitting a crescendo!

The spectators watched in amazement to this spectacle of a madman on a sortie with no thinking tools. The sky clear with a blazing sun while a few falcons and eagles flew high above, almost forecasting bloodshed soon. The winds whispering in the trees

producing a high pitched sound adding to the excitement. Soon both sides of the crowd began to roar and the fracas seemed to escalate to a fourth level of intensity.

David put his hand into his bag and selected a stone nice and round, which he knew, would give him the most accurate trajectory. He visualized the perfect shot seeing the results long before the stone left his slingshot. His vision was crystal clear and he even imagined the sound of the stone traveling along its intended path whistling in perfect harmony with the wind.

In fact he was clearly in tune that he noticed which way the wind was blowing. This allowed him to calculate and make a few adjustments in his position. Being mentally in sync with the situation and having such a level of confidence were all attributes that would help him make brilliant decisions.

Quickly he flanked to the left knowing that a perfect shot would be carried with the aerodynamic forces in his favor. Everything speaks and watching a crazed Goliath out of control would work perfectly to David's plan. Goliath would come down the hill to a certain point and then turn toward his opponent on a rocky bluff where it would appear that Goliath had an advantage.

However, it was no advantage at all, moreover it was perhaps a dead end (double entendre intended). Goliath couldn't climb nor go up hill with all that weight. Going straight down was out of the question as there was a sheer cliff on this bluff. Goliath would never turn his back on his opponent. He was way to smart, proud, and experienced for that.

David had all that figured out. It was as easy as determining that an opponent will move his back pieces and certain pawns commanding the best squares early in a grand-master-chess match.

So David twisted and turned slightly and within a few minutes he had Goliath in the perfect position to go nowhere quickly. Where you stand matters and how you set up the first 15% is the most critical point. David had every advantage including windage, aerodynamics, and an opponent who was stalemated physically.

The battle had not even started nevertheless, the match was already over as Goliath's thinking was crazed and out of his "normal functioning mind. He was positioned on a dangerous portion of the mountainside with only one direction to travel. This gave Goliath no mobility and no options whatsoever. *The crazy thing was that Goliath thought he had the supreme advantage!* How perfect was the priming and framing by David!

Goliath let out a very loud animalistic yell. Certainly it played into his ego as the people could hear the roar across the land of Canaan. Most were intimidated just from the sound and closed their eyes in total fear and shock. Such a sound, deafening to mortal ears and filled with rage caused many a heartbeat to be irregular. It may have even scared off the eagles flying at 800 feet above. And Goliath planted himself firmly onto terra firma as the sound waves permeated the atmosphere.

David lifted his little branch stick and turned it parallel to the ground. It was light and not very strong. It even had hollows and cavities and certainly didn't appear to be a weapon of mass destruction by any means. Why would he carry such a rudimentary weapon to the battlefield and especially against massive Goliath?

Goliath watched David lift the frail wooden hollow tree branch above as David began to stare through it for a few seconds. It looked like a bamboo shoot or a reed. More to the point, it got thrown away.

This enraged Goliath even more seeing such foolishness and idiocy. Goliath repeated his roar again in disbelief that he was in battle with a bumbling moron and it raised his ire and crowd energy to another level. "My enemy has dropped his weapon, what a loser" Goliath thought

David's method and theory had a definite purpose. He was doing a final calculation on the windage and trajectory and the stick was merely an instrument that acted as sort of a long-range scope. The round rock was placed into the slingshot band and it was pulled back to maximum thrust. The aim point was six inches above the eyes with a calculation of minus 1% for the flight path. That mathematical calculation would change history forever.

He did a second check of the equation and moved to exactly 50 feet from Goliath while the monster was uttering ridiculous sounds firmly entrenched on that bluff. David took a deep breath thru his nose three times. He relaxed fully as he pulled the sling back to a point where the projectile would fly along the course with precision. He knew it was perfect and crosschecked it several times as he took careful aim a few inches above the eyes.

Almost instinctively he relied on his confidence and he let it rip! Take a shot. Prepare to pounce! The rock was slung with perfect accuracy at approximately 110 MPH and struck the Philistine on his forehead. BAM! A perfect bull's-eye! The stone creating blunt force trauma into the fleshy skin of the frontal cortex.

Goliath quivered and wobbled for a step, lost his balance, fell, and was brain dead upon impact with the ground. David walked over very calm like and drew the sword of Goliath from his sheath and placed it upon the back of his neck for all to see.

The Israeli crowd was still in shock of what happened and so quickly. The Philistines did not know what to make either. Their thought: “This cannot be true and perhaps Goliath just tripped or got his legs tangled up”. They starred in disbelief waiting for Goliath to just pop back up and decimate this boyish warrior called David.

GET UP GOLAITH! MOVE, STAND AND KILL YOUR OPPONENT! It was not going to happen! David lifted the sword high and above, and with two hands took a full ax style swing at the back of Goliath’s neck. His head became dismembered and rolled like a bowling ball off the shear cliff. Thus David prevailed over the Philistine with a sling, stone, hollow branch, and nothing more.

Actually that is not true, he had theory, method, strategy, a plan, courage, and self-confidence. His supreme weapon was not superior physical size and strength, but brilliant thinking and a strong self-concept. That intellectual advantage surely conquers the brute force of big dumb out of control mentality.

When the Philistines saw that their champion was dead, they fled. And the men of Israel and Judah arose and shouted and pursued the Philistines as far as the valley, and to the gates of Ekron.

The sons of Israel returned from chasing the Philistines and rejoiced that evil had been defeated against all apparent odds. David took the Philistine’s head and brought it to Jerusalem so the world might know that evil lurks about, but in the end goodness shall prevail.

The irony of this incident is that David’s armor (or lack of it) seems to “disarm” Goliath. Here is a man whose ego seems as large as a building and that will not serve his purpose very well! He is arrogant, and castigates others to receive a dosage of self-esteem feeding his ego.

This sounds like the definition of a bully in a playground that uses his size to back others down.! He challenges the Israelites to send him their best warrior, and the winner takes all.

Can you imagine the shock to Goliath and his ego when David comes forth? Here

is a young man with no defensive armor at all, and seemingly no offensive experience. What Goliath sees is the stick David carries in his hand. Goliath jumps to the conclusion that David is weaponless. David's most effective weapon is his thinking tool!

HOW I SEE MYSELF MATTERS!

Coming from being interested is much more important than being interesting. Trying to influence another with duress and acute power is not it. Winning over another from a genuine space of caring IS IT! This is how we build together we are better. David offered Goliath every opportunity to talk it over and come from that space, but his offer was summarily rebuked!

The battle itself is a case for the ten thousand hour rule when it is applied correctly. As a shepherd wouldn't you think David has become proficient at his craft? He became deadly accurate tending the sheep and protecting them from becoming prey. David had not practiced in getting it right, but with the confidence he couldn't get it wrong!!!!

This must have been one agonizing moment in time when the whole world seemed to stand still and keep silent. The Philistines are paralyzed for that one moment, their minds racing to take in what has just happened, as they begin to realize its implications.

The same must be true for the Israelite soldiers. In this one moment of confusion, the Philistines take off on the run. With the loss of their champion, all courage and will to fight are vaporized.

Alas we can surmise that it is the family of David who shall reap the reward. So in the end David had put himself on the line and with all his glory he was selfless and did this for his community, his father, and his jealous brothers.

Conclusion

Can you imagine that the true precession in all of this is that Samuel anointed David as Israel's next king?

David, must have thought: "How can I possibly become Israel's king when I am but a young man, not even old enough to be in the army; the only authority I have is over a small flock of sheep?" There is no way he could have seen this from the corner of his eye.

Leadership is being responsible, having the faith, belief, trust and the intention to achieve the desired result! Is it interesting that when Saul leads, his troops flee? Saul's soldiers are frightened because Saul is terrified.

David, a lowly shepherd boy who is too young to be a soldier in Saul's army, comes along and because of his faith and courage, inspires others to trust in their own ability and their own self-concept to prevail.

David's courage is contagious, and the people thrive under his command. Under his leadership the people take on a role coming from responsibility and generations flourish for years to come.

Most texts and books teach us that leadership is by natural skill and confidence. David does not appear destined for kingship because of career, birth order, normal hierarchy, and naysayers who practice deprecation. Nevertheless he makes a prediction, and comes from a space of service and gratitude and gets noticed. This is important.

He overcomes all apparent obstacles and works around impediments seeing them as opportunity. The universe prepares David, as he faithfully carries out his responsibility as a shepherd and the precession will be the defeat of a mighty oppressor.

When a lion or a bear attack one of his flocks, he rescues it, taking on the bear or the lion to do so. In this process, *David learns to trust himself because of his beliefs, using the tools he has been given. David becomes a leader by being a good listener, being interested, and accepting responsibility for his results.*

He goes to the battle scene, obeying the instructions of his father for no other purpose. When David sees the fear of the Israelites, he begins to do something about it. He takes a step and a stand! When he hears Goliath deprecate his people and religion David advocates fighting Goliath the supreme taker.

He is **not being nice** as an acronym N.I.C.E (nothing inside cares enough) He takes a position of being respectfully direct to his King. He cares enough. Therefore speaking up adds diversity and making a noise so you can be heard "IS IT". That is the point here over and over again. Say something! Your feelings matter, you have to speak and be heard. In other words care enough to speak and offer your unique diversity.

How menial his shepherding may have seemed at times, moreover, the universe prepared him for facing Goliath in battle with that job as his tuition. Precession occurs 90 degrees and you sometimes never see it.

The text teaches us about methods and theory. David does not fight Goliath with

traditional weapons. David fights Goliath with the methods he developed and practiced while caring for his sheep.

David provides us with a way to become a great leader by using his thinking tools and making a work around for every obstacle. What appears to be a stonewall is an opportunity. That is the secret expressed here “there is always a work around, see it as a gift,

Your seedling will become the forest of the Promised Land.

How? By you creating a work-around that gets you past your stonewalls, habits and beliefs that don't serve you. You can change the rituals of those habits, and make better decisions. You can become cognizant of the bias that causes bad decisions. Finding the work around is the manifest to greater success. Staying in motion allows the precession to occur:

As Marshall Thurber so eloquently states “G-d doesn't give you a lick of the ice cream cone, unless he wants you to have the whole thing”

The universe wants you to have your dreams and all your wishes. There are no obstructions, for they are the seed of the equivalent benefit! The universe has taken the time and delivered an apparent impediment especially for you. See it and cherish it for in the end you shall prevail!

by MARK LEFKOWITZ

Taken from several accounts from the bible and other published works and re-created by Mark Lefkowitz merged with the theories of Marshall Thurber.

What is your take-away when applied to modern times and your life?