

# LEONARDO MORA

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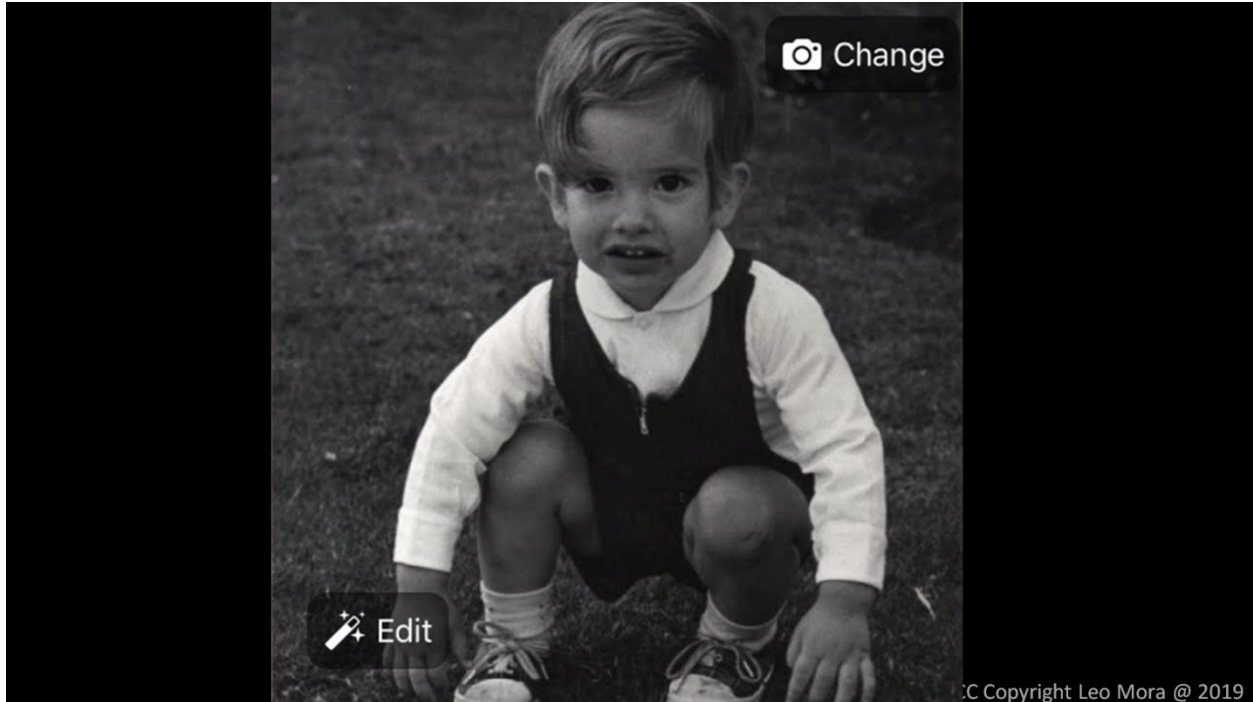
## Prologue

This graphical book is a compilation of topics taken from two prior books, Knowledge Management : An Optimization Challenge, and The Fire of Wisdom. The main goal with this book is to review some of the concepts that I present in the other books and their implications and consequences in our daily life – Therefore **enriching us**. In other words, what is the impact in areas like daily decisions, mental health, opportunities missed, trust, etc?

I hope you enjoy this reading and the new format I am using.

The fourth book I am writing is about HOW we will be able as a civilization to achieve the next step in our evolution. We are now at Type 0 in technological development, we need to go to Type I, which is a civilization that stops burning fuels, and becomes an Interplanetary race. Then Type II is Galactic where we possess the travel ability to go around our own galaxy, and Type III is Intergalactic prowess, where we can go anywhere in the universe.

Welcome to this wonderful journey. At any time, if you want to send a comment, email at [leomora@gmail.com](mailto:leomora@gmail.com), or twitter [@leomora](https://twitter.com/leomora).



Almost tragically, I was close to die before I was born. My umbilical cord was wrapped around my neck, squeezing it and this produced my brain to swell before I was born. Back in the days, doctors had no way to tell this was happening. Coincidentally Isabella, my daughter had the same issue when she was about to be born, but the machines detected on time her situation, and my wife was rushed into surgery; Isabella was safe and healthy when she was pulled out by the doctors (and my wife also).

In the picture above you can see that my head is a little bigger than normal. I suffered in my childhood from having high fevers, but they subsided with time. In the book *The Fire of Wisdom*, we see how ancient cultures would on purpose, deform the baby's head to elongate it, with the firm believe that the process would give them "Better Thinking" or maybe thinking superpowers, I believe some indigenous cultures still do it, but this is not something that society at large practice currently any more. I like this picture of me because I plan to be close to the ground now and in the future. If I ever get famous, you can quote me on this fact. Name is ok, but face not so much, I do not like to be recognized everywhere I go, and on anything I do. Hopefully this plan will work.

# Introductions.



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Later I talk about the importance of experience. In this page I show some of the companies I worked in the past, adding more than 22 years of experience (as of 2021) dedicated entirely to the topic of Knowledge Management.

Knowledge: But not that complicated definition humans have created in thousands of years. It is the culmination of my years of experience working with Knowledge in the IT world.

Who wants knowledge? They tell me that's the purpose of a Library, Why? What is the difference between having it and not having knowledge? Does it lead to Poverty? Do our lives depend on Knowledge to survive?

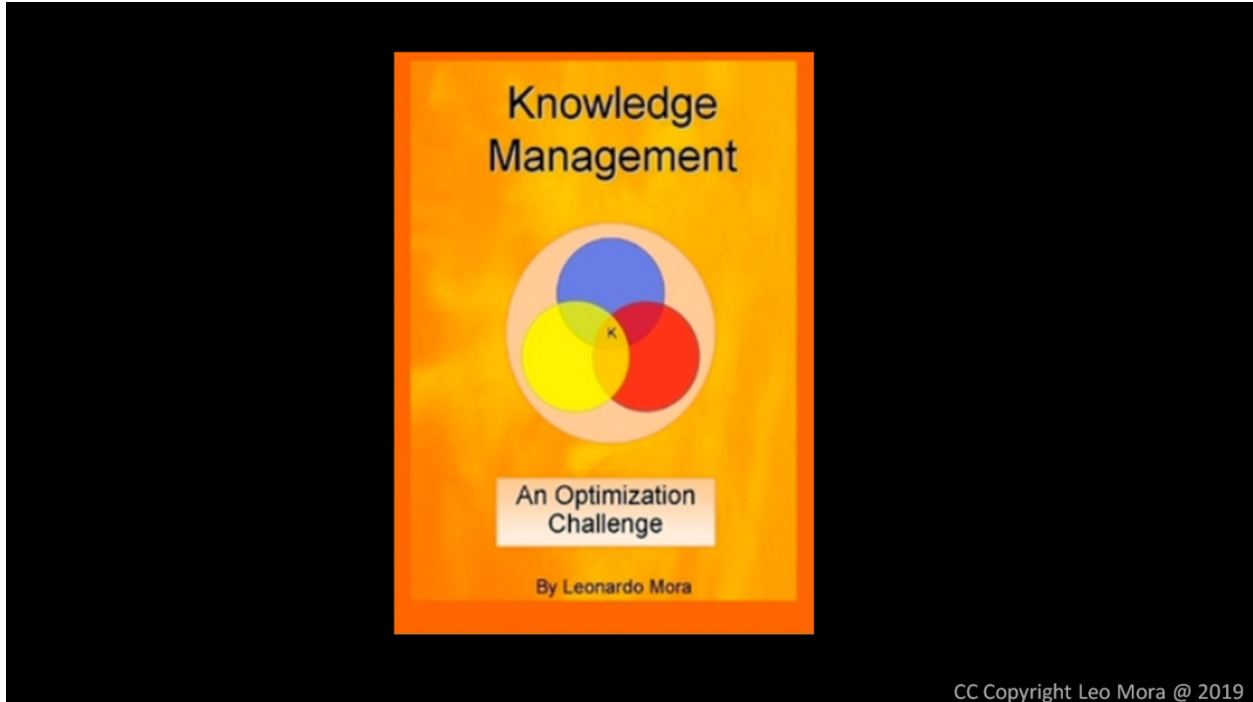
What is different now than 100-200-500 Years ago?

Now we have gobbles and tons of information and data. Now we have to deal with it somehow. That is where I come in. In the IT world we use the Cloud, Databases or Big data, storage, search engines, Artificial Intelligence, but I did not come here to give you theory about all of these, I came here to tell you what we have learned from it applying technology to knowledge and how we can make adjustments in ourselves.

Around 2005-6, someone created the term Knowledge Management, but everyone was totally confused about it. We know the term management, but we were not sure about knowledge. I asked myself why, and started digging, the more I researched, the more confused I became. Long story short, what the philosophers created had no relationship with reality at the time. There was no connection between the dictionary definition and what I was seeing in the real

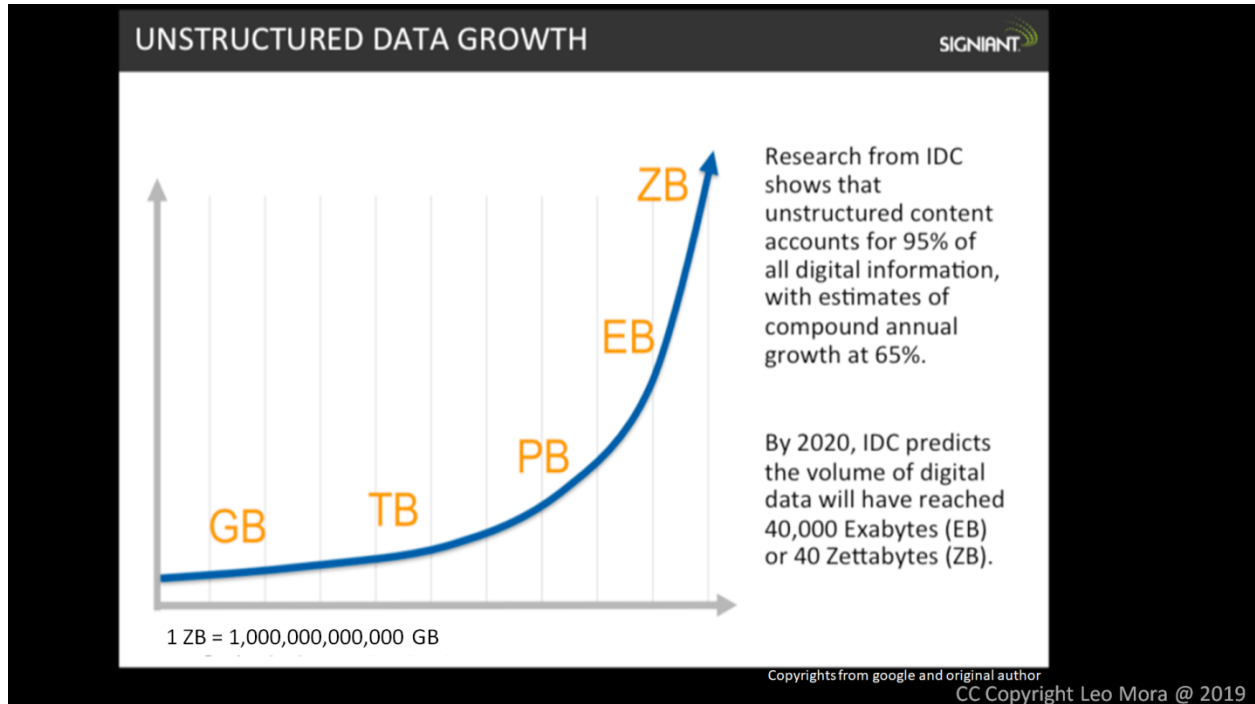
world. So I decided to look at it from another angle. So I asked myself what if we do not try to define it point blank, but we ask instead WHERE DOES IT RESIDE?

From there, we can see many authors pointing at nature, as the way to solve many problems. In the following pages I give you more information on how I developed this idea.



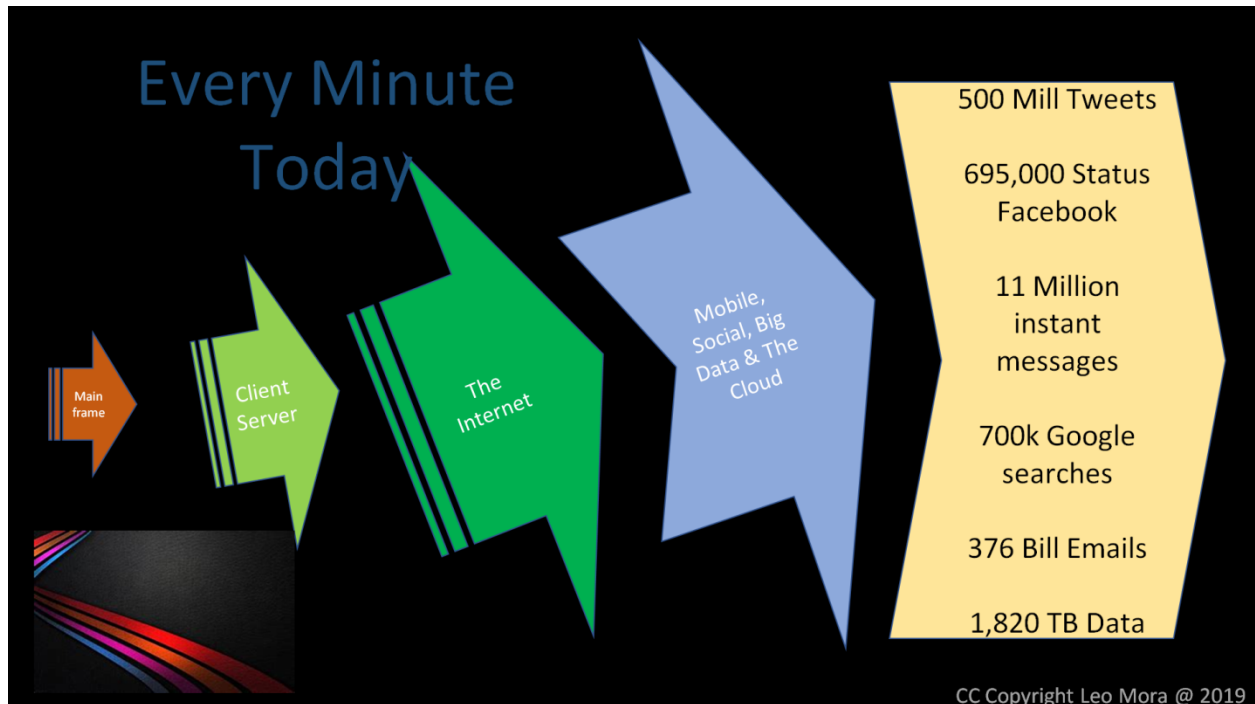
In 2007 I wrote My first book. This is a consequence of me asking questions about knowledge to the people around me. Nobody could tell me exactly what it was. I saw the opportunity right there, and I took it. Some people ask me about the meaning of the cover.

I discovered that Knowledge is very much like fire. When you have UNCONTAINED fire, the destruction is total; fire consumes and destroys everything on its path. Same with Knowledge, this can be devastating when not contained. On the other hand, CONTAINED fire gives us heat. Heat is crucial in the winter months in cold weather, and literally can save our lives. Contained fire is light as well, which can help us see and travel in the darkness nights. Knowledge is our savior in real life and our path to Wisdom which is part of my second book called The Fire of Wisdom. I based the book largely on the Emerald Tablets, written 36.000 thousand years ago by Thoth the Atlantian. Although Wisdom cannot be taught, I do write about hidden gems that the reader can extract. Wisdom to me is about realization, experiences and deep learning.



Update: IDC predicts that the Global Data sphere will grow from 33 Zettabytes in 2017 to 175 ZB by 2025. The graph depicted is exponential. We are generating huge and increasing amounts of data every year, and with the advent of high resolution cameras, in cars, in houses, the file count and sizes are exploding with each new generation.





Any number we put here will be obsolete tomorrow. The growth and size of data and information is mind blowing. In IT, we started with the main frame, big machines created to process big amounts of data. Then, we created the client server framework, where each server “served” a particular application, and you had stations, or PC’s connected. Then DARPA created the Internet, a big conglomerate of networks, which started with the Military, then Universities and then the rest of the world. Social media started, and so it started the interaction of humans at grand scale, generating Gigabytes, Terabytes, and now Zettabytes of information. And we have not started with systems that can handle Intuition yet. It will create even greater amounts of information.

# Why are Basic Concepts Very Important?

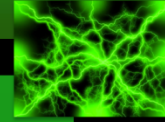


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## Concepts.

They are very important. Without it, the boat that you build will sink, the airplane that you sourced will crash, and that new electrical vehicle will not run. Is that simple. No concepts? You can get an assured failure. We need as Elon Musk says, to learn the root of the tree first (The concepts) and then the branches. The branches of the tree are the other aspects of your invention that rely heavily on the core concept (Trunk). I believe Boeing learned this topic the hard way, because being a successful plane manufacturer, made the mistake of moving the engines close to the fuselage on the 777 model, and did not notice the change would modify the core performance of the plane. It would make the takeoff problematic, as the airplane will tend to climb hard, and then stall causing all kinds of problems for the pilot trying to stabilize it.

# What is Knowledge?



How do we define it?  
Philosophers?  
Who has the experience with  
huge amounts of data and  
information?  
Are we even asking the right  
question?



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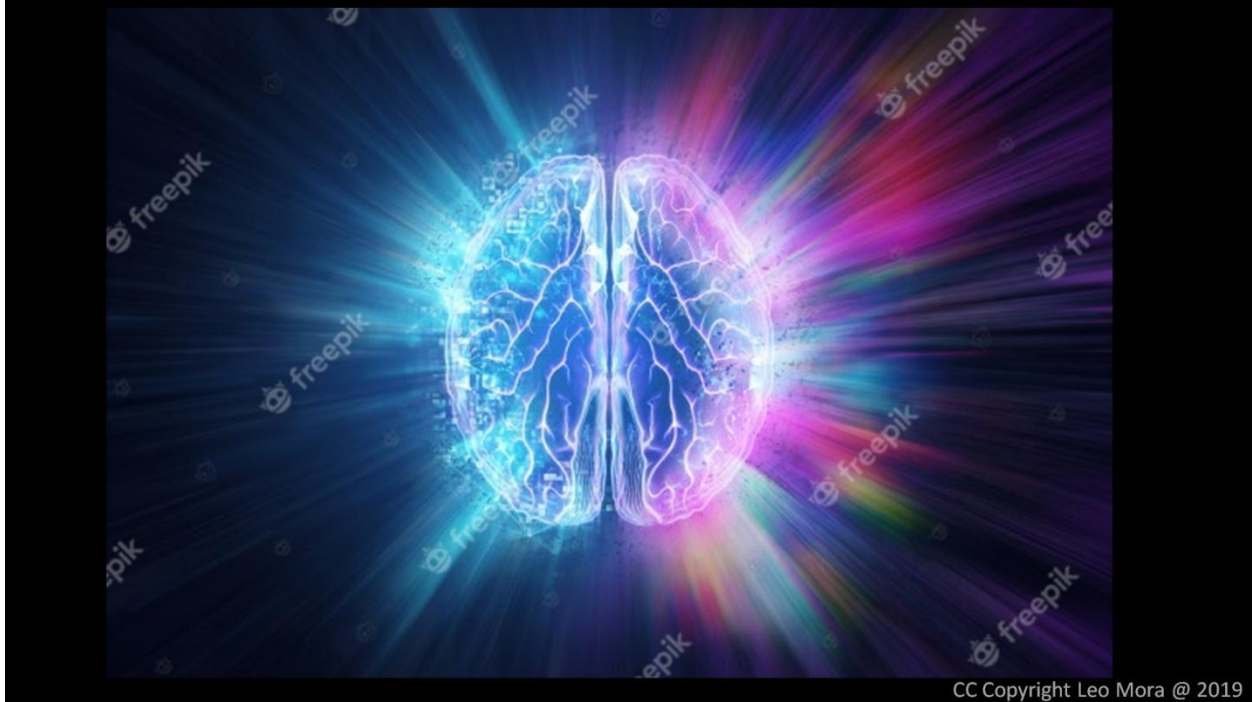
As I spoke with various people, I found out that the question “What is knowledge?” was very hard to answer. Historically, knowledge has always been concentrated in books stored in libraries. But now knowledge is concentrated on Computers and the Internet forming a vast electronic library. This opens a new opportunity for us to learn how knowledge works in the digital realm. One thing I realized was that I was asking the wrong question.

# Where does it reside?

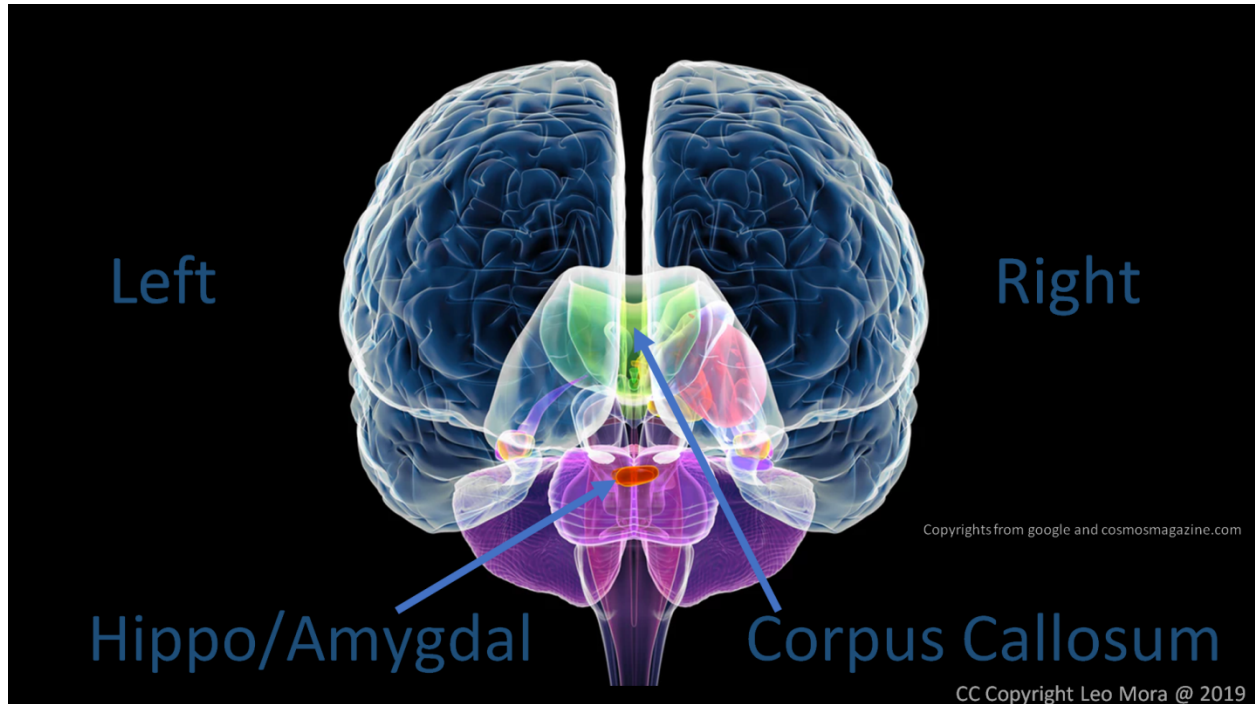


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This new question is the key to come up with answers of what is Knowledge. When I asked this second question to people, they could answer it by saying “Knowledge is in our head”. Expanding that answer, knowledge is not only in our head, but in our entire body. I will speak about that later on this aspect, but be reminded that We are all knowledgeable. Body and Mind. The key for me was to ask questions. It made me realize that there was this huge gap of understanding and that I need to do something about it.



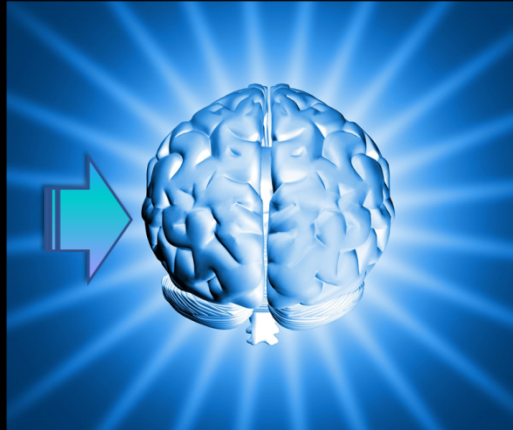
This is our brain, a marvelous invention from Mother Nature. Things that we already know about the brain are: It is divided into two hemispheres, LEFT and RIGHT. We also know that the Left side of the brain contains particular attributes and that the Right side is completely different in the way it works. The right side is home to our Intuition. The left side is based on rational thinking. Interesting things about the brain is that it is the only organ in nature that does not ever fall asleep completely. While one side is up the other is down, and vice versa. There are still many aspects of the brain that are unknown, because it is very hard to study and test it. Elon Musk has developed technologies to implant a chip in the brain and allow people with mobility problems to start using legs and arms again, and also to control computers with your brain. The possibilities are endless.



The two sides are connected by a fiber called the Corpus Callosum. These fibers are thicker in Women than in Men. We all know that women tend to be more intuitive than men. This is the reason. We will also talk about the importance of the amygdale and the hippocampus later on.

# Left Brain Qualities

- Logic/Linear
  - Analysis
- Administration
  - Language
- Math and Science
  - Reasoning
  - Writing



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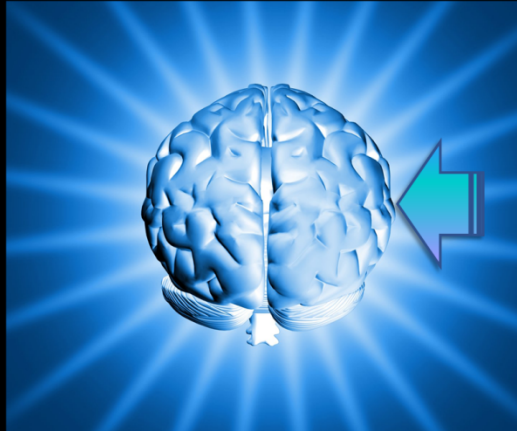
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Most of us use the left side of the brain for logical thinking, analysis , math and science, reasoning and writing. We know that some left handed people tend to be more creative, a quality of the right side of the brain.

Home of logic, we use logic to have a sense of why things are the way they are. There is Math logic, which is easy, but incredibly I failed in college. We have reasoning also, which is our ability to think and contemplate nature and life.

We also have writing skills on the left side of the brain, which means, the ability to learn spoken languages and also writing books like this one.

# Right Brain Qualities



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- Left Hand
- Emotions
- Intuition
- Creativity
- Random
- Whole
- Spatial Awareness

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Musicians and artists tend to be on the right side of the brain. Each side of the brain is in charge of controlling the opposite side of the body. Right side controls the left side (Hands, feet, etc) and the left side of the brain controls the right side. Also the right side gives us inspiration to create music and videos with images which heavily impact our emotions and perception. Intuition is random, whole, it manages spatial awareness. In the universe, there are only two places where knowledge can come from. Above, or below. Above is looking Up to the heavens, and below is here down on earth. Intuitive Knowledge comes from above, while Rational Knowledge comes from below.



# Base for Reasoning



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All our ideas should produce good and lasting results and then anything that is good now would have been good in the past and it will be good in the future and it will be good under any circumstances, so any idea that does not cover all this broad base is no good.

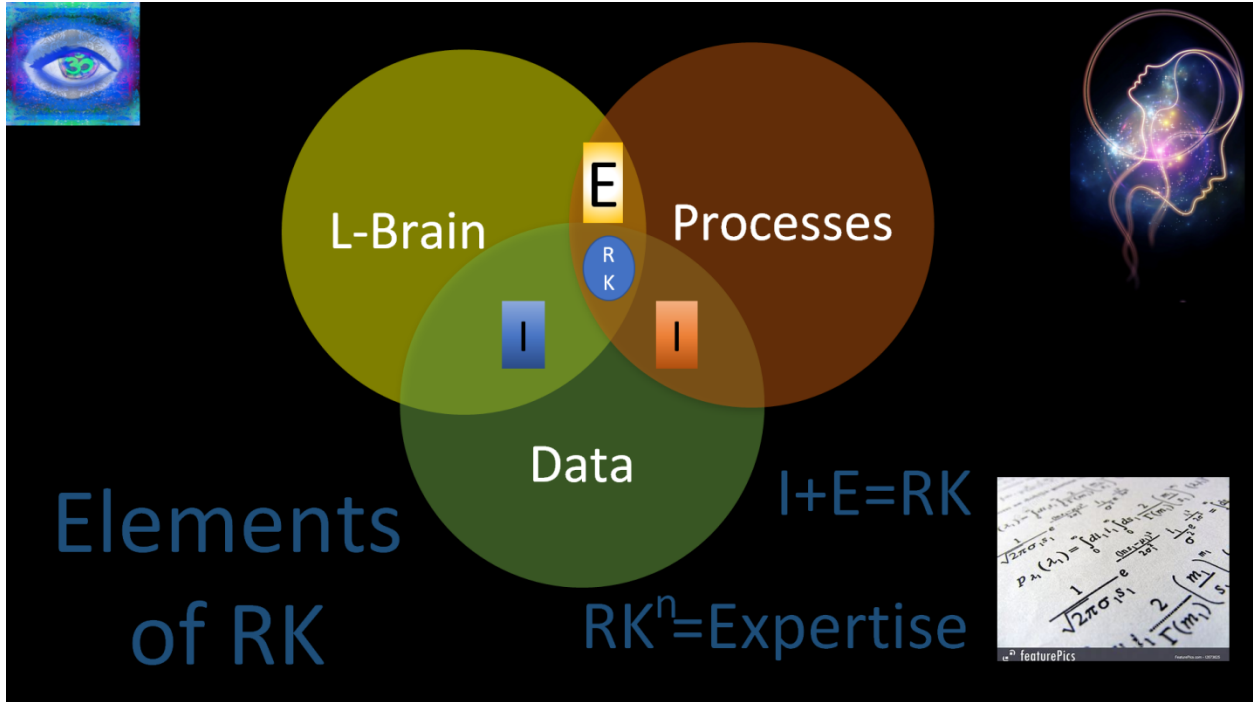
To be right, one's thought will have to be based on natural facts, for really, Mother Nature only can know what is right and what is wrong and the way that things should be.

My definition of right is that right is anything in nature that exists without artificial modification and all the others are wrong.

Now suppose you would say it is wrong. In that case, I would say you are wrong yourself because you came into this world through natural circumstances that you had nothing to do with and so long as such a thing exists as yourself, I am right and you are wrong. Only those are right whose thoughts are based on natural facts and inclinations. <sup>1</sup>

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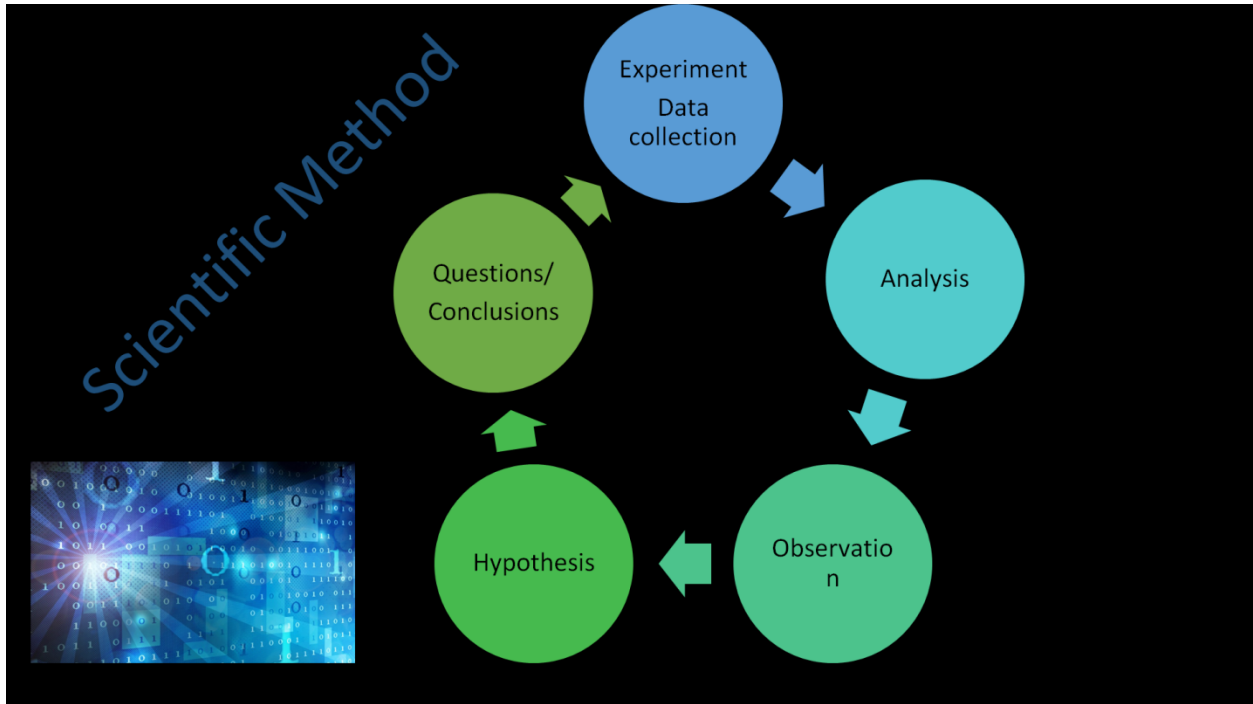
<sup>1</sup> Edward Leedskalnin <https://coralcastle.com/>



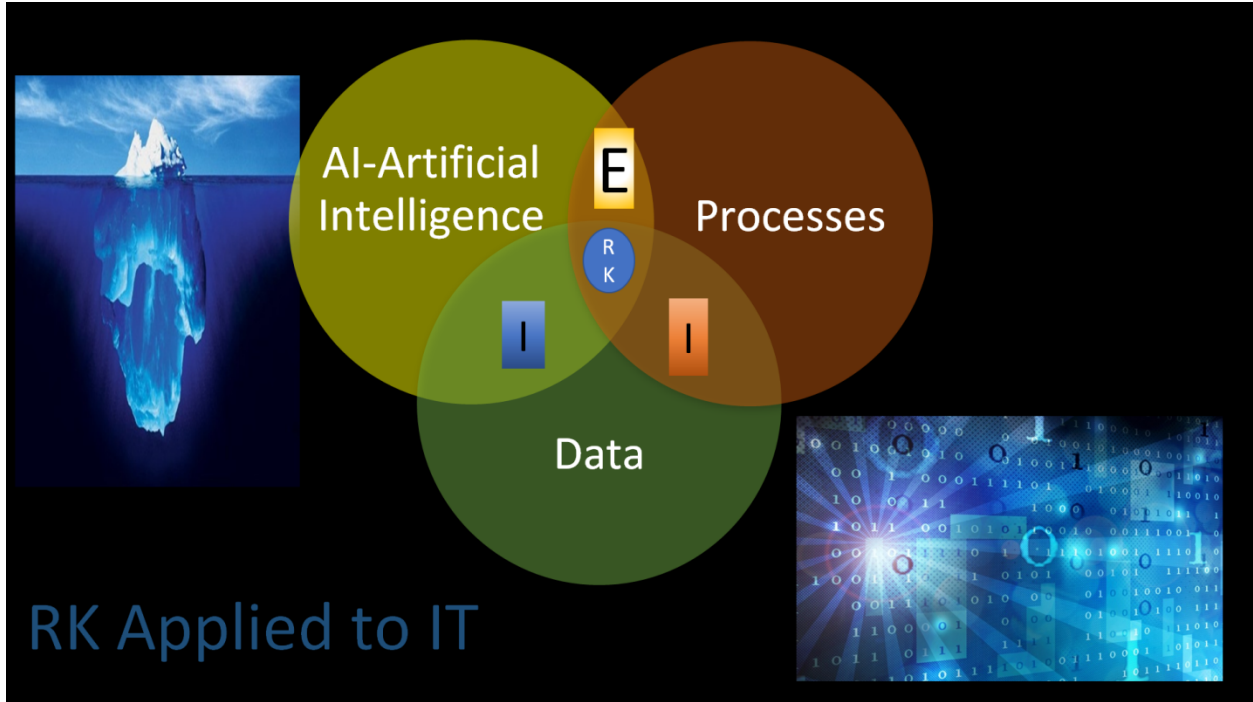
The circle is symbolic of **equality**, where no person is more prominent than any other person. Circle meetings ensured that all people were allowed to speak and the words spoken were accepted and respected on an equal basis. A circle around other Native American symbols signifies family ties, closeness & protection.

In the above image, we have three main elements that conjoined gives us Knowledge. But, what type are we talking about?; Rational Knowledge (Left side of the brain). Data combined with processes gives us Information: Imagine a spreadsheet with data, when we apply a mathematical operation (Which is a process), the result is new information which is more valuable. Data combined with the Left brain gives us other kinds of information. When the left brain looks at data, it can see patterns, and trends.

The left brain joined by a process gives us the most important element in this concept which is EXPERIENCE. Other names we use for experience depending on the context are Practice, testing, experiment, etc. Experience is the hardest teacher, it gives you the test first and the lesson afterwards. This is why it is so difficult to have employees share their knowledge. Every company has to have both a psychological plan plus a technical plan, in order to implement Knowledge Management effectively in their company.



One example of Rational Knowledge is the Scientific Method in itself. The process starts by collecting data, then analyzing it, making observations, coming up with a Hypothesis, maybe sharing info with colleagues, and then collecting more data and testing.



The Knowledge concept seen above can be applied to Technology. We have data and processes the same way, then the left brain is replaced by artificial intelligence. Same principles apply with information and experience. Currently in the news we can find stories on how robots are learning and using Artificial intelligence to mimic the human experiences.



Intuition works as a whole entity, but we have aspects of it, like Dreams, Music, Creativity, Gut feelings and emotions that makes Intuition a lot more powerful than rational knowledge. We need both to survive but in order of importance IK is leaps and bounds higher than RK. The reason I used hexagons comes in the next page. Intuition is our connectivity with the heavens. As I mentioned before, God and the Universe communicate through our intuition. Is highly important that we humanity understand that the focus on the left side of the brain is not productive, and that we need to switch the children's education to develop both sides of the brain. Some of us are or have skills that are more visible on one or another side. If history teaches us something, sometimes expressing abilities that are on the right side of the brain was something not well seen. This is our opportunity to change that and have new generations that if properly developed can excel in any area . Some savant children (right side intuition) have outstanding mental abilities. They can do things that are not even possible for us.

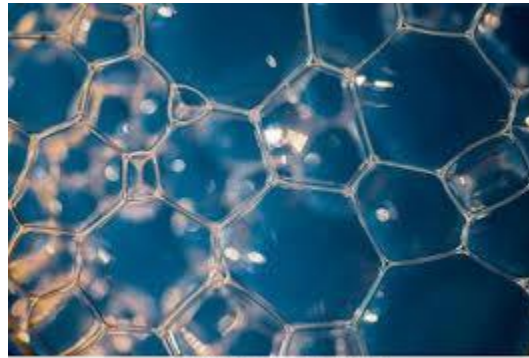
One thing I realized is that the brain is structured very similar to the way we look at the universe. The universe is composed of galaxies, galaxies are composed of stars and planets, and they seem to communicate between each other. The brain is composed of Neurons and glial cells.

There is Gray and White matter, gray forming the outside and white matter forming the inside. Gray matter is composed of neuron somas, and the white is composed of axons which are the long stem connecting the neurons.



# THE HEXAGON

# TILES



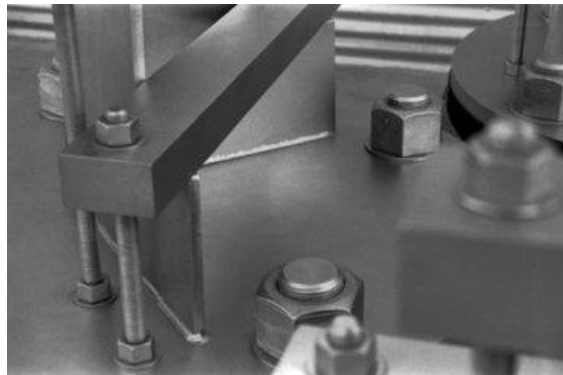
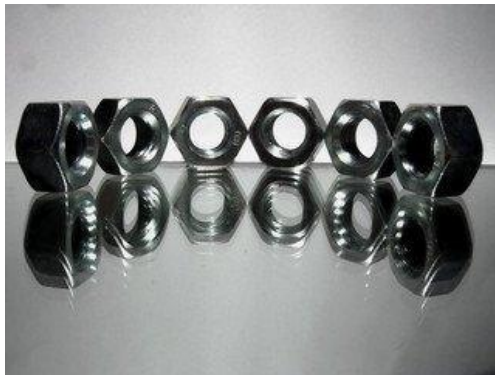
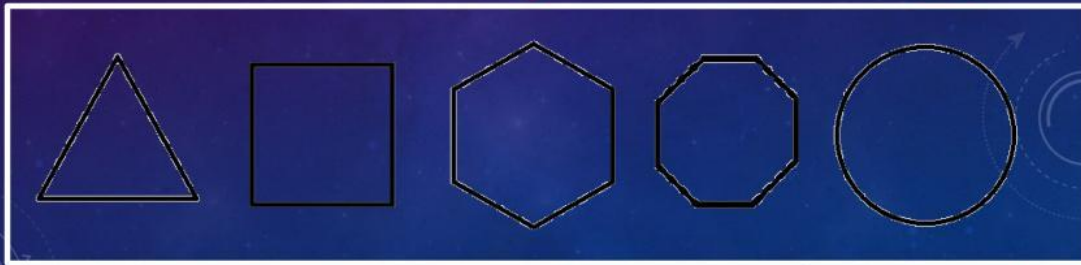
Nature "Divine Shape" uses hexagons in clever ways.

Bees build their panels using hexagons. In terms of structure and rigidity there is no other way to make it as strong and resistant than with hexagons.

Remember that telecommunications uses "cells" in hexagon shape to build the cellular network for your Smartphone to work.

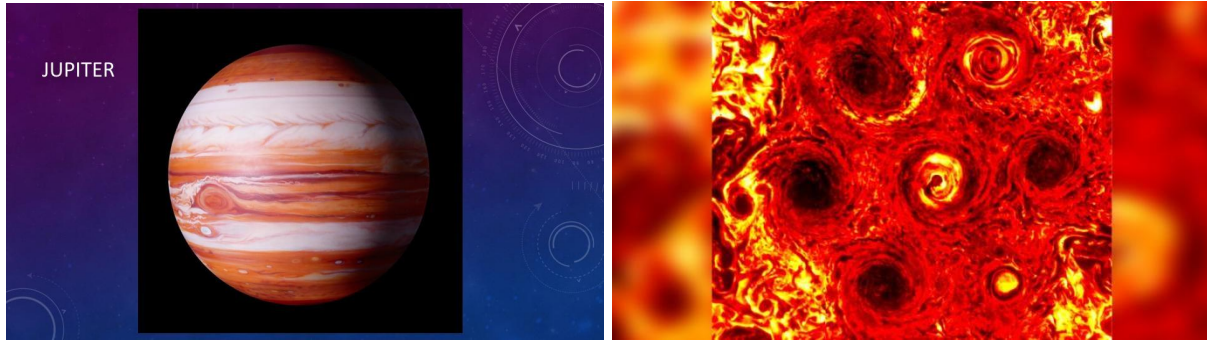


## POLYGONS'



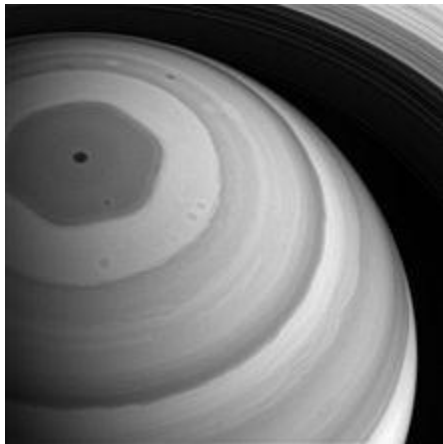
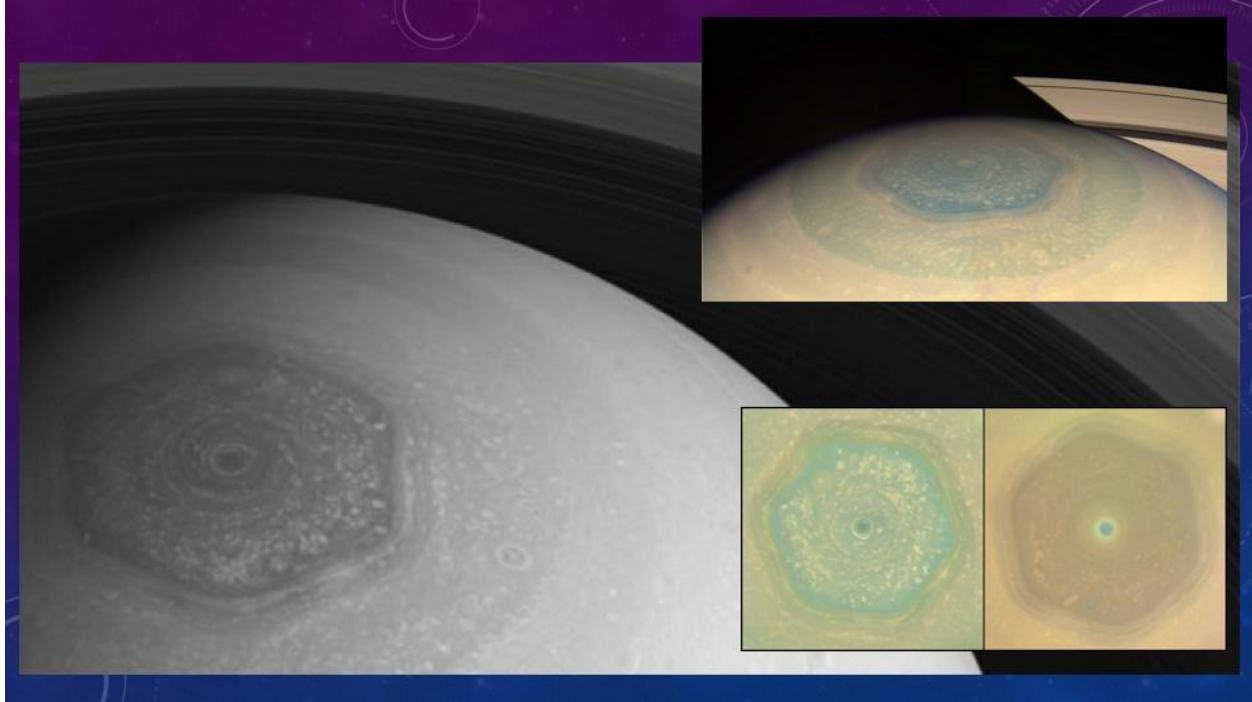
These are the polygons , triangle, square, hexagon, octagon, and the circle. The best way to put them to the test is to look at your car and tell us what you see in terms of bolts and nuts. How are your tires attached to your car? Can you imagine if the bolts are not strong enough what would happen?

An hexagon is **the shape that best fills a plane with equal size units and leaves no wasted space, also provides the best torque.** Hexagonal packing also minimizes the perimeter for a given area because of its 120-degree angles



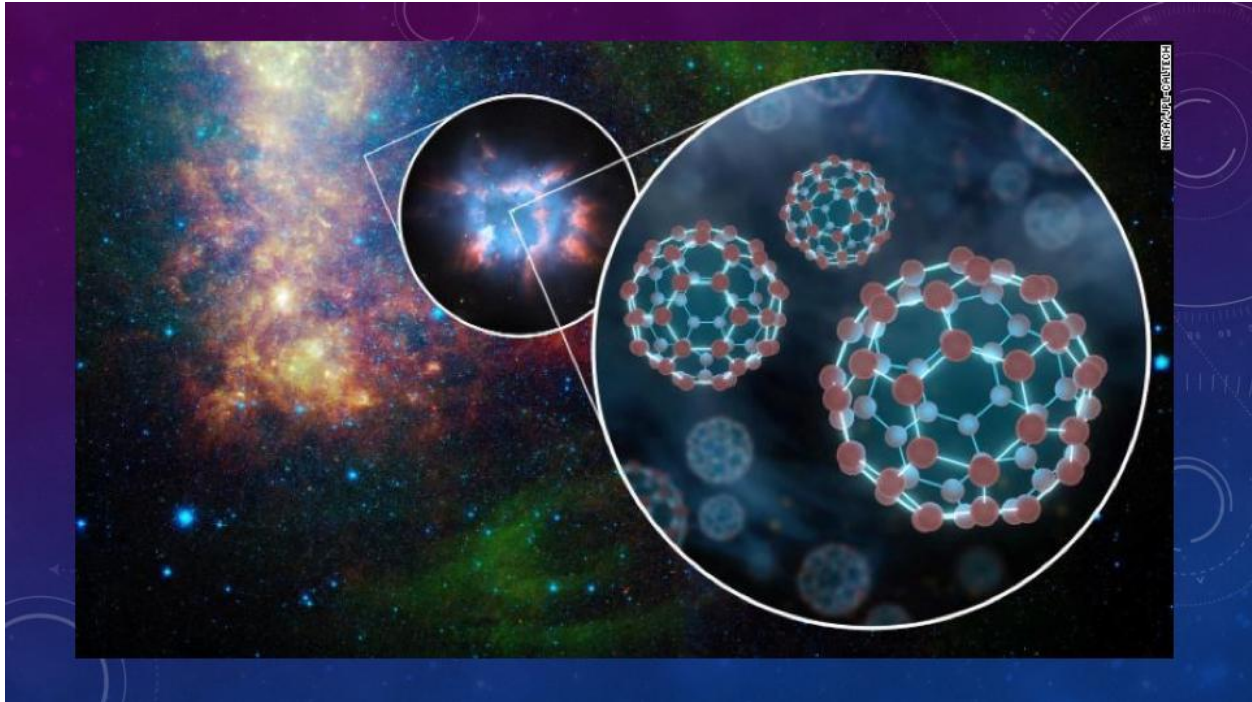
In our solar system, we have examples of “storms” like the one pictured above in Jupiter, which can be gigantic in size. In this case, it has an oval shape and is called the Red Dot. It is the size of two earths, and scientists predict it might disappear in 20 years.

But on the south pole, in 2019, the Juno space probe captured the red photo above with six separate storms forming an hexagon that combined to look like a superstorm.



. Now, another discovery I made was that Saturn on its North Pole has a gigantic 9.000 mile wide storm in the shape of a hexagon. You can check Google for this fact. It's No wonder the Romans and Greeks believed Saturn, being the six planet of the solar system, was home to the gods of Discipline, Order and Structure.

From Wikipedia: Saturn's hexagon was discovered during the [Voyager mission](#) in 1981, and was later revisited by [Cassini-Huygens](#) in 2006. During the *Cassini* mission, the hexagon changed from a mostly blue color to more of a golden color. Saturn's south pole does not have a hexagon, as verified by [Hubble](#) observations. It does, however, have a [vortex](#), and there is also a vortex inside the northern hexagon



Some people ask why I use hexagons to depict intuition: The reason is because I discovered that the hexagon is the most important shape in the universe. In 2019 the Hubble telescope was able to detect molecules in the dark space between galaxies, those molecules were named “Bucky Balls” or similar to soccer balls where the hexagon was the main shape forming the molecule .

Source: CNN

The Hubble Space Telescope has identified soccer ball-shaped molecules amid the gas and dust that fills the space beyond our solar system and between other star systems.

That space is known as the interstellar medium or ISM, and Hubble is exposing some of the mysterious electrically charged molecules within it. A recently published study in the *Astrophysical Journal Letters* explores the soccer ball molecules.

When stars and planets form, they pull together material from clouds of gas and dust. This is why the interstellar medium is so important.

"The diffuse ISM can be considered as the starting point for the chemical processes that ultimately give rise to planets and life," said Martin Cordiner, study author and research associate in the Catholic University of America's Department of Physics, in a statement. "So fully identifying its contents provides information on the ingredients available to create stars and planets."

Cordiner is now at NASA's Goddard Space Flight Center, the agency said Tuesday.

The soccer ball shape of the molecule is due to the arrangement of 60 carbon atoms in a hollow sphere, giving them the shorthand of C<sub>60</sub>. The molecules are a form of carbon called Buckminsterfullerene or Buckyballs.

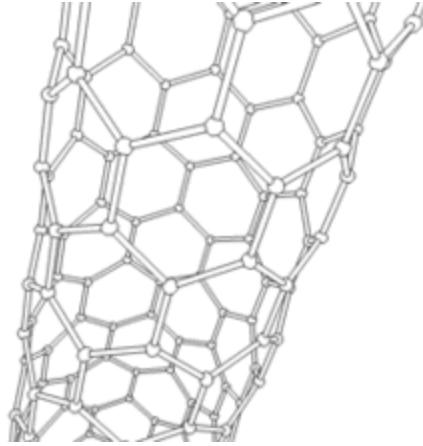
On Earth, these molecules can rarely be found in rocks and minerals or appear in soot created from high combustion.

Although the molecules have been observed in space before, this observation marks the first time that electrically charged C<sub>60</sub> has been seen in the interstellar medium. The electrical charge occurs when an electron is shorn off by UV light from stars, which creates a positive charge.

"The diffuse ISM was historically considered too harsh and tenuous an environment for appreciable abundances of large molecules to occur," Cordiner said. "Prior to the detection of C<sub>60</sub>, the largest known molecules in space were only 12 atoms in size. Our confirmation of C<sub>60</sub><sup>+</sup> shows just how complex astrochemistry can get, even in the lowest density, most strongly ultraviolet-irradiated environments in the Galaxy."

The interstellar medium is difficult to study because it's so far away, so astronomers have to study the way it affects light from distant stars to understand it. Some of the compounds that make up the interstellar medium block or absorb different wavelengths of starlight as it passes through this space. Those compounds have unique patterns that affect starlight, allowing astronomers to identify them as diffuse interstellar bands.

Testing the many bands to match them up would take quite some time, but the research team was able to match C<sub>60</sub>. Hubble observations were matched with C<sub>60</sub> data. This detection could help astronomers understand other compounds.



An interesting discovery is called nanotubes. Perhaps one of the most unique structures created by man, it has the strongest tensile strength material known, and is an electrical conductor as well.



Hexagons are used to depict Time as well. And as we know, Time is closely related to Space. Einstein introduced the concept of a fourth dimension.

TIME.

That meant the above. The theory of relativity says that space-time expands and contracts depending on the momentum and mass of nearby matter.



The James Web telescope which will be located in the second Lagrange point, or 15,000,000 KMs away, uses hexagons to capture light, and is the most powerful telescope ever created. It will launch Dec 24<sup>th</sup> 2021. The whole world is watching to see what kind of images it will capture, some even say the telescope will be able to see galaxies far away until the beginning of time.



# IK: How do We Tune in?



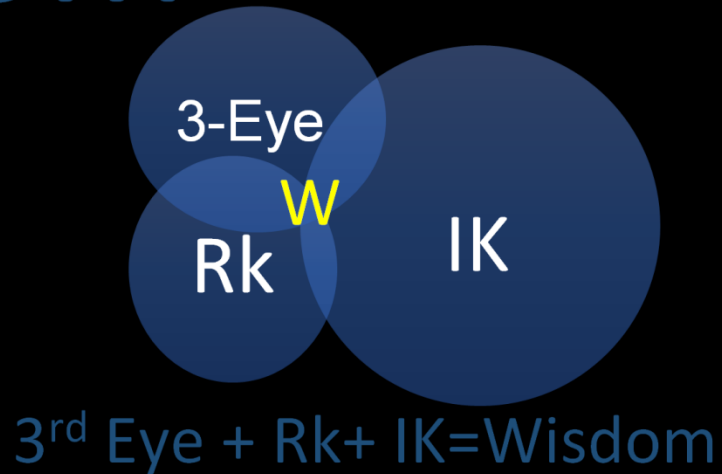
Remember your Dreams  
Trust Your Gut Instincts  
Learn to Listen  
Pay Attention

You may ask “How do I become more intuitive?”. Above are 4 steps that I believe will help you become more connected.

Remember your dreams: If you remember your dreams, great, take pen and paper and make note of everything you remember from the dream, like main subjects, and describe in detail what happens in the dream. If you do not remember your dreams, do not worry, it takes practice and patience. Just have a notepad and pencil next to your bed, and make this affirmation before going to bed every night :”I want to remember my dreams, and I will wake up and take note of them”. Once you have notes on your dreams, then comes the hard part. You see, dreams are in no way logical, or can be read with reasoning.

Dreams' language is symbolic, so you need to learn what the different stories in the dream tell you, Ah, and those dreams are tailored for you, because they use symbols and characters that you already know, so the meaning is highly personalized to you and your understanding. For example, you might dream about Elsa, your cousin, but she died in an accident. Few people outside of you will know that fact. Learning how to read dreams is difficult, but with practice you will get better at it. And yes, Dreams can foresee the immediate future, allowing the universe to warn you about pending dangers that you need to be aware of. In my case, I've been warned of death, losing my job, accidents, etc, many times because of our own stupidity. So learning how to read dreams can save you from more than one incident, and they can be the difference between life and death.

# Wisdom



Why did I draw IK bigger than RK? Because that gut feeling gives you certainty and there are no doubts, ifs or who knows, you just KNOW it is right. This is the reason God told Adam and Eve, do not do it!. Do not eat from the Tree of Knowledge, that is rational knowledge.

The 3<sup>rd</sup> Eye, in some cultures, is depicted in the middle of the forehead. It means that you developed the ability to “see” beyond your eye sight sense, that you can visually foresee things that will happen in the near future. In my experience, the images came to the back of my head, which is where your eye-sight is processed by the brain.

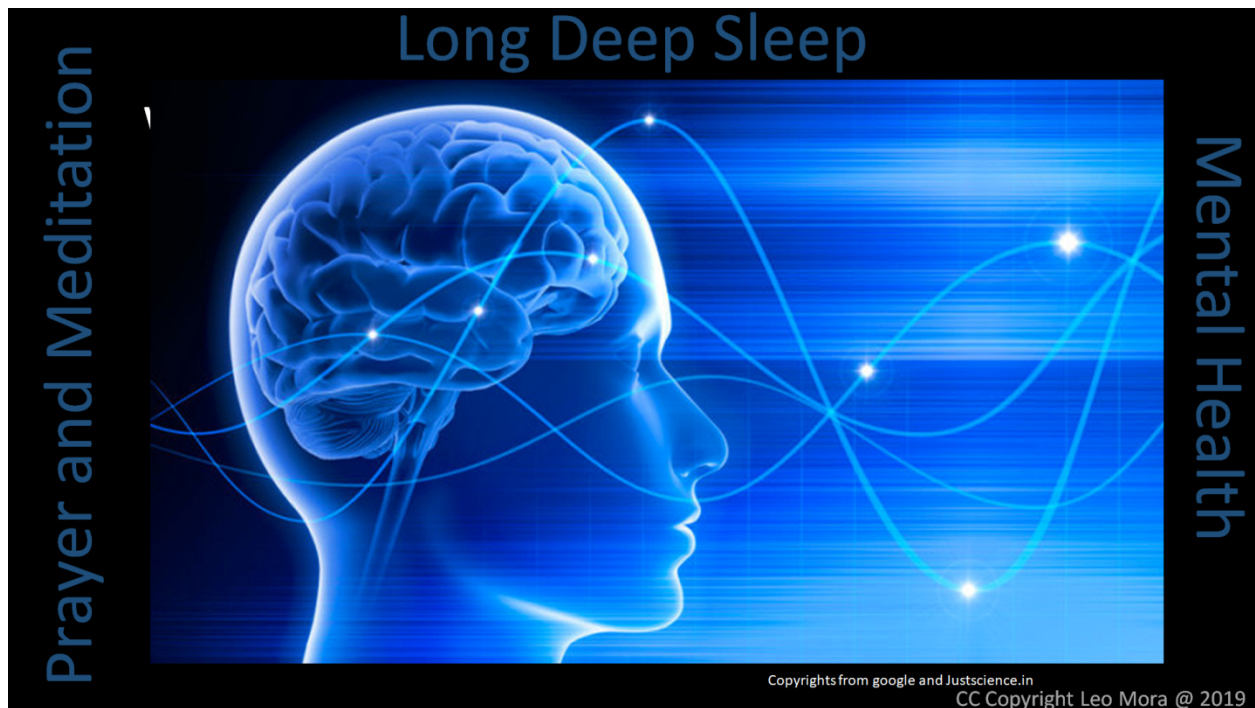
## Fire of Wisdom

- It cannot be taught.
- The only way to gain Wisdom is through KNOWLEDGE
- God's Wisdom is a lot more valuable than any currency in the world.
- Wisdom comes mainly from realization, experience, time and Knowledge (intuition, Rational).



Wisdom comes only through Knowledge. It can be given from above for those who request it. When we were growing up our parents would tell us “be careful, you can hurt yourself”, but we did not pay attention to them, and we got hurt, years later is when you come to realize that your parents were right, but we were not listening. The same happens with the Universe. It warns us not in the same way as our parents, but shows us what will happen if we do not pay attention.

An example that comes to mind, one day years ago, I drove out of my house in the suburbs, and a tow truck passed in front of me with a mangled car in tow, I said to myself “that must have been a terrible accident”, and continued. In the middle of the day another tow truck passes me with a mangled car. Two in a same day. Hmm, this is strange. But I continued my day, in the afternoon I had to go to the airport to pick up my inlaws, this time with my wife and daughter in the car. As I was driving out, again.... --Another tow truck with a mangled car. When we were going out of the airport on the highway after picking them up, I was driving in the middle lane, and remembered I could get out on the next exit which was coming really fast. I squeezed the wheel as if I was going to change lanes, but I let go and continued straight remembering the tow truck images of that day. I looked on the rear view mirror, and there was a gigantic truck on the right lane that I would have hit if I did the turn. We would have died all in the car if the accident happened.



Mental Health.

We do not know what we have until we lose it. That sentence applies especially to Mental health. I personally got sick many years ago, and learned a great deal about it. When I saw the same issues in younger kids, I knew exactly what were the steps to treat and heal the person.

You see, our mind is like a computer, which works on different frequencies. Normal, High, Low, and sleep. I am not a doctor, but I learned through experience.

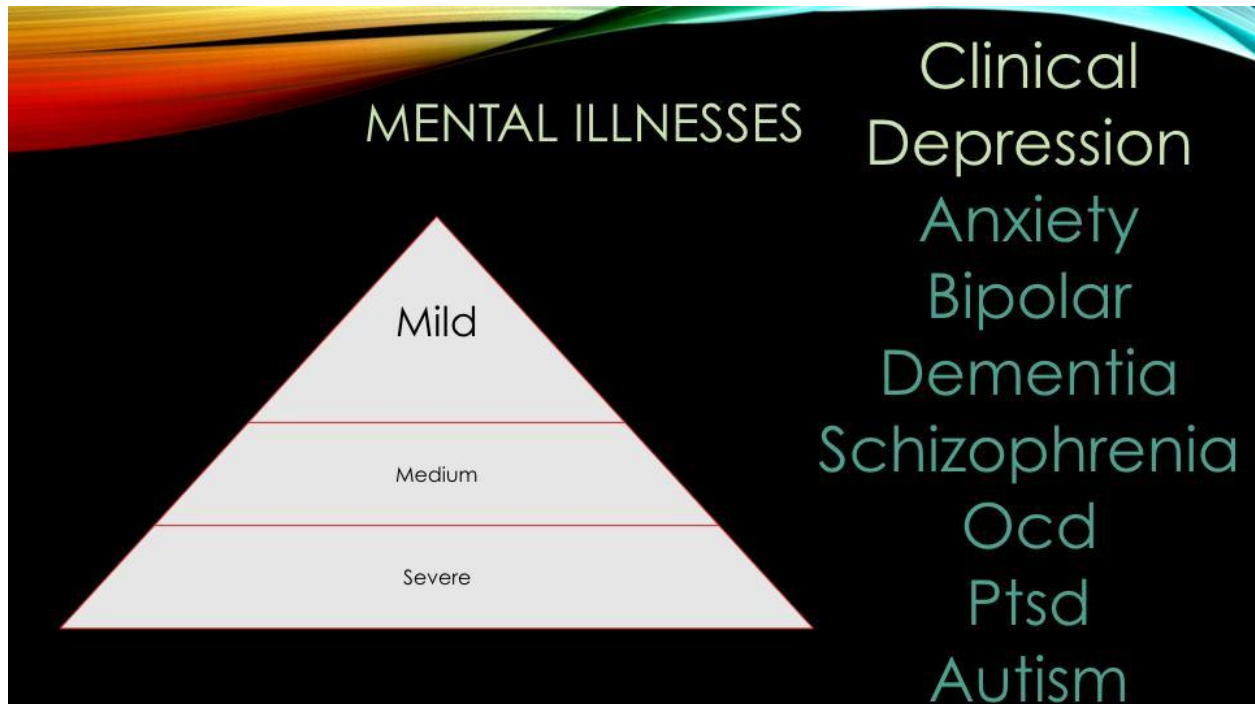
If you go through a traumatic event, and do not know how to handle it, then your mind steps out of its normal boundaries, and starts to fluctuate higher or lower depending on the nature of its situation. If it is extasis, then you go up, if it is sadness, you go low. To me, the mind does not work in cycles, but more on a spiral paradigm. If it is positive, then you feel elated, but if it is negative then it is very dangerous, because depression does not stop going down. It moves as a spiral, so if there is no loved one or somebody that can help you, the consequences can be dire. This is why there are so many people saying that mental health is paramount and that we need to learn how to deal with it.

So what we did with the kid having problems, was first, clean their room, and install positive sentences throughout the area. Then we asked the person not to be solitary, and always be around someone. Then when someone is depressed the first symptom is that they do not eat well. So physically and mentally they become weak. It is paramount to restore eating habits, so that the person's body and mind can return to normal. For a couple of days they cannot go to school or do any other major exercise. They need these days to return their body to normal. In

the meantime is very important for them to be mentally distracted, so their over thinking can subsidize, and keep from talking to them in any negative talk to them.



# MENTAL HEALTH



I will try not to pretend to be a doctor. But I have experienced some of these mental states. I can give you tips on my experience, dealing personally with them.

I have dealt with Depression and Bipolar symptoms, and I am happy to say that they can be successfully treated, given the right circumstances.

I draw a pyramid in inverse order, because mental states are either positive, neutral, or negative. The more negative, the more “down” they will go, like a downward spiral. If you are at a severe level, you need to urgently check into a hospital, as you no longer can “behave” on your own and can be a danger to others. You will need a minimum 2 weeks to recover, and follow doctor's instructions with medicine and therapy. You need to break the cycle, and your family is very important. After your episode, you need to take your medicine religiously for quite some time, and then work with your doctor to reduce it little by little.

Anxiety, you need to learn and practice something called MINDFULNESS. It is a technique to separate your thoughts from your body and emotions.

In depression, many people tend to enclose themselves, isolate themselves from the world, and have a tendency not to talk. Talking in any case is crucial as it is our only way of getting all the things out. Crying helps as well, but talking is key.

The way to recover from a downward spiral is to break it. Doing things so that you mind's distracted and “forgets” what you've been thinking, sleeping is crucial. If you are not asleep at 12AM, you need to take action and drink a sleepy tea or a pill. Sleeping is again very important.



Our brain works as a reverse magnet. If we think positively then the more positive you become. Same on the negative side. The key as mentioned before when you are negative, is to break the spiral. Music helps, comedy movies definitely too, if it is mild, then you can get out on your own. Mindfulness is very helpful but you need to practice it. Look it up.



## DETECTION

### Depression

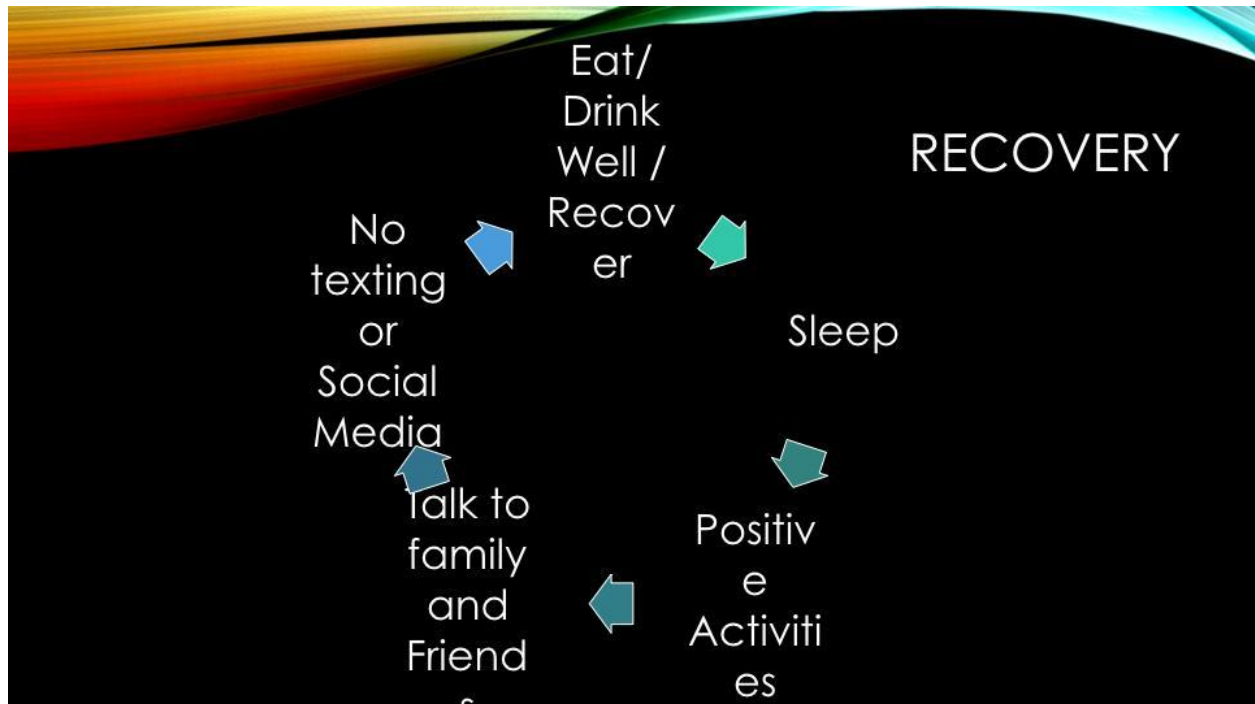
- Acting weird.
- Walking and talking in a different way (off)
- Responding that everything is fine at the same time
- Collapsing
- Maniac episode.
- Not feeling well.
- Alone Crying
- It can last for weeks.

For us the hardest part of mental depression is to detect it. Because the patient will always tell you with a smile that they are fine, good, and nothing is wrong. Another sign is that the person starts to skip meals and not eat properly. The problem is that the issue can last for weeks undetected, and you do not want to experience this when too much time has passed. The more time it goes, the harder it is to recover.

In teens, it is not uncommon for depression to last a long time. You have to be super proactive and keep gauging the situation and take action as soon as you can. As parents, we need to react quickly and break the spiral.

Now, when the spiral is positive, or a maniac episode, you need to act quickly as well. You see, our brain works as a pendulum. You swing it one way, it will swing the other way. When the episode is over, then comes the negative side of it.

I discovered that before my 30's I've never had an issue. But after moving to the US, and losing my support network, getting very stressed I got ill.



Recovery begins with being able to eat well, and sleep for 8 hours straight. Then, build a schedule with activities, including group therapy, being outside with family and friends. Talking is a powerful tool, because it forces your brain to stop worrying and shooting everywhere. When you talk you have to concentrate, and this helps your body to relax. It also allows you to release all the pain inside.

# Sleeplessness



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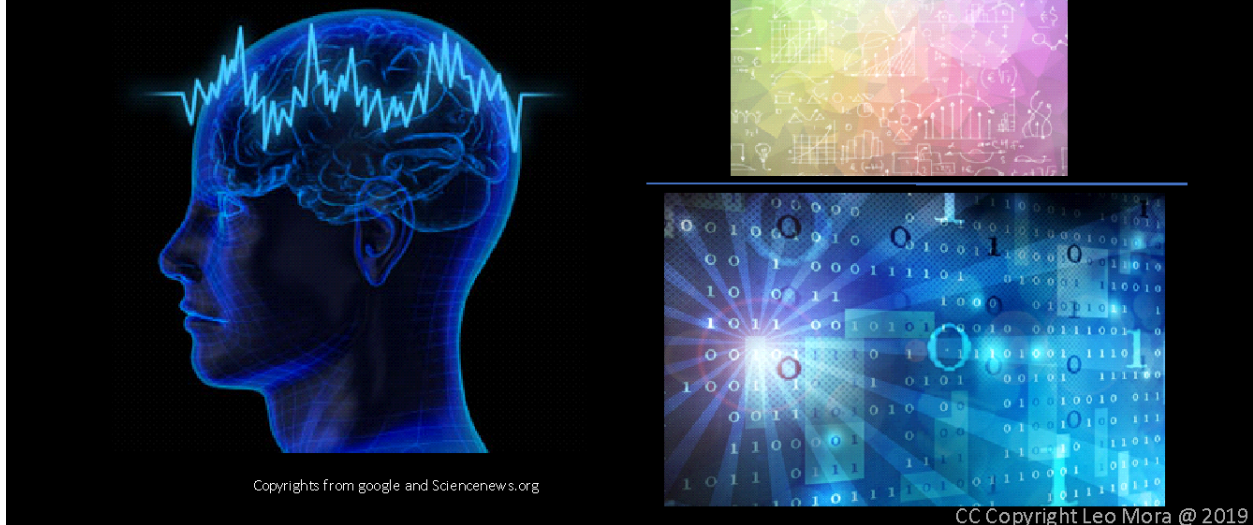
My dad just called me and told me he couldn't sleep. I explained to him that not being able to sleep is because of over-thinking. He agreed. We are like a cinematography movie company where we think A, and then B, and C and so on and another; so while we over think our body is not relaxed because the thinking affects our breathing rhythm. This means that our thoughts can manipulate our body and our state of un-relaxation. This past weekend we celebrated my birthday, and although I was happy I could not fall asleep easily. My mind and my body were all pumped up and I couldn't conceal and relax myself quickly. **The link between your thoughts and your body** is clear. Another thing that I reminded my dad is that thoughts tend to affect your breathing rhythm in many ways. If you scare someone behind their back's their heart will race suddenly, they'll stop breathing and they will become very nervous, causing their breathing to stop or reduce drastically. This is the main reason we cannot sleep while we are over thinking. Over-thinking causes your breathing to shorten and your body needing the air to relax becomes more agitated.

I talked my dad into some mindfulness techniques on a given day. So I explained to my dad that mindfulness is like being on the beach, and while you stand in the shallow part of the beach and the waves are hitting you, all is well until the waves are big enough to tumble you down. The waves represent your thoughts. They are permanent and you have no control over them. So mindfulness teaches us that the way you can handle the waves is not like Hindus where they try to repress the thoughts; mindfulness, helps you be aware and attentive to identify your thoughts but you keep a constant look at your breathing so on the beach what you can do to deal with the waves it is to dive below the water level, and you can see the waves pass by above you but they don't affect you anymore, understand?. Same way with your mind and body, you can meditate and concentrate in your breathing being attentive to your thoughts and not letting one carry another and another but always come back to your breathing. You don't have to

do this in an hour or two when you can start, only with five minutes and then increase. This way you train your body not to react to the thoughts that are coming through your mind. This is the Holy Grail of Mental Health.

These are my suggestions to you if you cannot sleep. If you have an iPhone in the music section you can look for sleep music which generates a little noise that can help you relax your mind. Also you can play some music at a low volume; make sure that it has a timer and it stops after one hour. Another tactic is to do Apple Tea; you can chop a red apple and boil it in water then drink from it. It works for me all the time. As a last resort I have sleeping pills which I break into many pieces and if I am not asleep at 12 AM I drink one little piece and I fall asleep. This is very rare and I don't use it very often, I prefer the natural way.

# What is learning?




It is the acquisition of knowledge or skills through experience, study, or by being taught.

"These children experienced difficulties in learning" –Oxford Dictionary.



Can animals learn new things ? Yes, although animals do not possess the same brain architecture like us, they do learn from experiences as well.

Animals are mostly instinctive, so they are born with an amount of knowledge that allows them to survive in this world from day one, and can learn new things along the way.

Historically, the main learning process executed by humanity is the scientific method mentioned before. Observations through new technology like the telescope by Galileo Galilei, opened new knowledge forbidden before by politics and religion. We must never think that we have learned enough. Most wise men will tell you that the more they learn, the more new knowledge there is that they realize. The universe we are learning now that it is infinite, the Hubble telescope, our tool to watch the stars in the last 30 years has confirmed this, and the new James Webb telescope which will replace it should allow us to learn even more about this fascinating universe that God created.



Reading/Observing,  
Listening, Teaching,  
Doing (Experience)



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Yes, did you know that you can tell your kids when teaching some subject you are learning in the process?, it took me a while to compute, but we did it with our daughter Isabella when she was beginning to be potty trained. We followed a book written by Terry Crane, She taught her doll how to do it first, and then as a consequence she learned herself in less than a day.

How do we learn? We do it by reading/observing, listening, teaching, and doing. Like when we learned how to ride a bicycle. The best way, and the toughest method of learning is through experience. Experience is the best and hardest teacher, because it gives the test first, and the lesson second. There is something about practice, testing that makes it very special, it makes a deep fingerprint in our memory, making it difficult for us to forget.

# Quality Decisions?



Why is making decisions so hard sometimes? Are you stressed? Do you have to make a decision but have no time?

Let's start with Stress and how it affects us when trying to make a decision. There are 3 elements in the brain that affect our decision making process. The Amygdala, which is like our alarm system. The Hippocampus, which is like our hard disk storing all the information or memory. And the Prefrontal Cortex, which is our "thinking" engine. What happens when there is danger? Do we stay put or do we run? To help us survive dangers, the Amygdala tells the hippocampus to stop sending information to the Frontal Cortex. The last thing we need to do in a dangerous situation is to start thinking too much. What you need to do, and this is natural, is to RUN!!!! away as quick and agile as you can. Nature has this mechanism embedded in all animals. Even flies have it.

Now, what happens when we are very stressed?. The Amygdala is going to be fooled into thinking you are in danger. No information flows between the Hippocampus and the Prefrontal Cortex preventing you from being able to make any correct decisions.

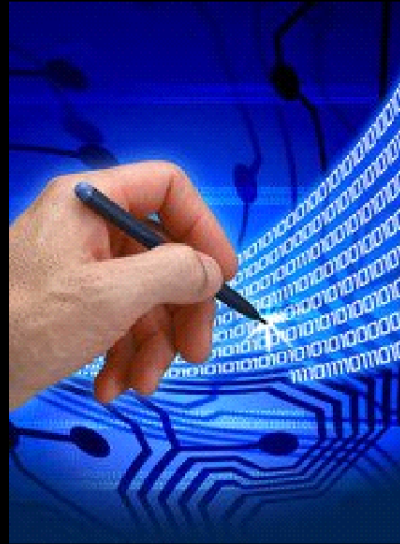
When we are making decisions, we either have information and time, or we don't and have to decide now. When you have information, you compare the possibilities, by pairs if possible, and come to a conclusion. The problem is when we do not have any information. What do we do? We need to rely on our intuition. To do this, we need to first trust it. We tend not to, and doubt what intuition is trying to tell us. Intuition comes in different flavors and different ways. Some people can see a vision, others can listen to a little voice, some people just know, and some people use their gut instinct. Dreams are a very important part of intuition, as they can convey a large amount of messages in one night.





## Current Reality

- Consequence of prior good or bad decisions.
- Dreams
- Milestones



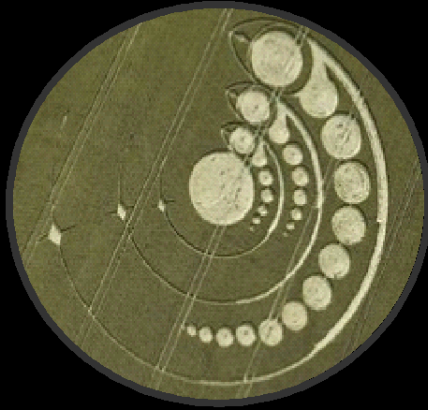
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Your current reality is a consequence of your past actions and decisions. It is a very important matter to know that the way you make decisions today affect your future in multiple ways. Having a guide like your intuition, helps in mighty ways to you and your loved ones.

Sometimes you see successful people and wonder how they do it? Did they know beforehand they would be successful? In my experience, success is like a ladder full of little or medium milestones you set from the beginning. When you reach your milestone, you then refocus and create a new one. Then repeat all along. Do we know beforehand that you will be successful? That is when faith comes in handy. You need to believe that whatever you wish, it will come true. It just does not come in a straight line.

One exercise that I did, when I came to the USA, I wanted a house. Just wanting a house does not cut it. The universe wants you to make definite dreams. So I researched the Internet , and found a website where they had diagrams and blueprints of houses. I spent time thinking about what would be the ideal house. Then picked one, and launched the desire to the universe, and then... forgot about it. It takes for the angels a while to fulfill the dream, years actually. When the dream comes true, then I repeat, I do it again, what is what I want, launch the desire and dream, in that case, I drew diagrams of exactly what I wanted. It's like you have a genie. The thing is you have to be very patient. It will come; at the right time. It is a wonderful feeling to understand this is the way the universe works.

# How to Grasp Opportunities?



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The first question that comes to mind is: How do you know there is an opportunity coming your way? How do you know the value of it? There seems to be certain people with a special “skill” to know how to grasp those opportunities at the right time. Why not us? Do you feel you lost valuable opportunities, and would you like to know of them beforehand? There are 2 kinds of opportunities, the ones that come and pass, and the ones that repeat themselves until you wake up and take them. I’ve had plenty of those in my life. In the graphic above, it is a Crop Circle that depicts how 30 opportunities came into my life, that I could not take them for some reason as explained before, and the 29<sup>th</sup> one although seen as tiny, was the most valuable one. How did I know?; through a series of dreams.

Let me explain. Dreams come from Intuition. There is no logic or reasoning. But we have to resolve the message of the dream so we can move forward. How? Dreams are in their entirety symbolic. By symbolic it means that every object or action in the dream has a specific meaning that might not be logical. Coming to mind, the saying that an image is worth more than a thousand words, those are dreams. You can also have emotions in the dream, being happy, or sad, or full, empty. All those aspects are important to understand dreams. On the internet you can find explanations on the “Typical” subjects, their positive or negative meaning, but it does not tell you what to do. The most important part of dreams is when you understand them, you can sit quietly and meditate on them, so you can get guidance from your intuition. I cannot stress the importance of dreams. It can be the difference in some cases between life and death. My dad had a really hard time processing the fact that dreams can warn you about the immediate future. Maybe it is something that you will do or say that you shouldn't, like one time I was about to say something to my new boss, that would sure get me fired.

In general, I would have died three times in my life, if it was not for God/Universe who protected me from the worst outcome. In the case of accidents, dreams can warn you, but nothing will

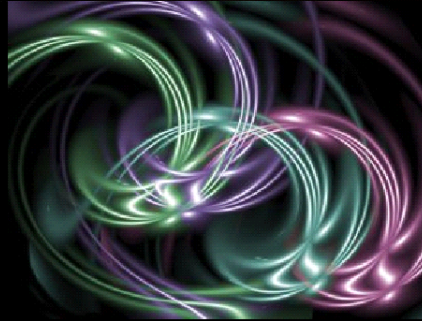
prevent the accident from happening, only you being hurt is what is prevented; on many of those cases because of my own actions. Again, learn to pay attention, and learn to really listen. This is the real awakening.

As a bonus, It happened to me that one day I got an email with a huge job opportunity in another state, and I did not click it, but clicked the next email. And it repeated itself for many other ones that came after, until I realized that I had been conned out of the opportunities and that I could not pick the ones I wanted. Maybe dark magic was over me. So I prayed, and it disappeared. It can happen so that you know.

The other aspect that I learned from experience is that we have two entities with us, the little angel, and the little devilish one. The little angel sits to our right and the other guy sits to the left. When we choose to stop being good, and start doing bad things, those entities switch positions; like if you want to get a divorce, well, is not the angel telling you that for sure. We follow whoever is sitting to our right.

# Being Awake

- Unconscious, aware
- Zombie
- Really awake.



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When I say being awake it means that it's a little bit more than just waking up in the morning. It means that while being awake, you have the ability of sensing more than before, you can pay more attention to your surroundings, and you listen attentively to people. You become more AWARE. In my earlier years, I lived life like anybody else. But, I had accidents, serious ones, because I was not careful. I was living like a zombie, alive, but maybe not so much so.

As you grow older, life goes from very slow to very fast. We become busier and busier. I could count the hours and the days when young, now years fly by like in seconds.

Buddha talked about( In fact is) awakening, "that which becomes aware", meaning "to awaken", "to know", "to become aware". Buddha as a title can be translated into "The Awakened One".

# Trust in your Intuition



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There are many dangers in the world; you want to learn for yourself and for the benefit of your kids to trust your intuition; and your kids to learn too. Is the single, Biggest, most important aspect in life that I can think of.

To begin, we need to let go of fear. I need to realize that intuition is always true, or truth is always behind intuition; because, if we let doubt in, it undermines trust. Without trust, you basically have nothing. From the dictionary TRUST: “firm belief in the reliability, truth, ability, or strength of someone or something”.

Trusting Intuition is a learning process. I didn't do it before, because nobody taught me. I learned with experience and time. I began with making an effort to remember my dreams. I then realized that the commercial ads on the streets were actually for me in certain situations. Even the bumper stickers on the cars tell you something!.

## How Do We Attain Trust?

- “Firm belief in the reliability, truth, ability, or strength of someone or something.”
- How do you trust something or someone?
- Are we always making the wrong choice in terms of TRUST?
- We do trust based into facts: Information and/or Experience.
- Information is not as sufficient as experience.
- Experience is the ultimate factor in defining if we can fully trust someone or something. “Seeing to believe”
- It is very important to reflect on the above, to gain intuitive trust.

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Mother Nature: In this picture we see water flowing downstream. In general action and movement while looking at nature is little almost static. But if you have a camera and record for a day, and play it fast-forward, you will see that nature is always moving, always in action, but to our senses, is static, not moving. We need to copy and implement in our lives', from a hectic and stressful life, to a productive and peaceful beginning.

# Thinking & Acting



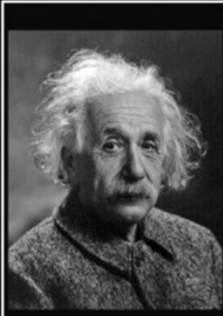
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Through my life I've learned many things, but a very important thing that I realized is that we think rationally but we do not act rationally, we act intuitively. Our whole body is intuitive, only our left brain is rational. And I can say with certainty that the whole Universe is Intuitive. So the challenge is to use both sides of the brain to evolve into what can be called advanced species. In my next book called "Planetary Species" I lay down the path that we need to follow as humanity to reach Type I Civilization.



# Intuition Vs Rational Knowledge



The intuitive mind is a sacred gift and the rational mind is a faithful servant. We have created a society that honors the servant and has forgotten the gift.

(Albert Einstein)

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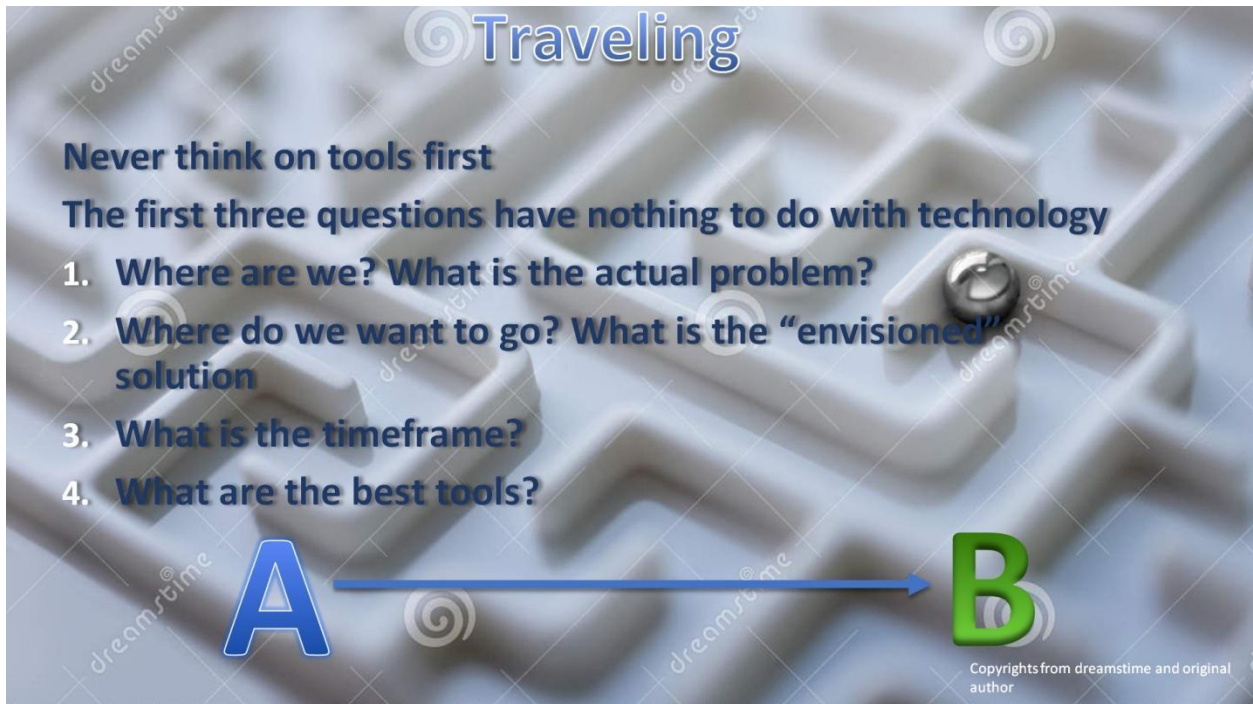
Forget what everyone else says and think you should do. If your intuition says "YES" you say "YES"

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What is the meaning of life, and the purpose of life?

The meaning of life is to search and find our treasure. Find what you came for in this world.

The purpose of life is to give it all away without expecting reward.



Throughout the years I came to realize that some people has a backward thinking method to resolve problems. They tend to start with tools, and then try to find a solution to a problem they have not defined. This is probably the reason why 70% of IT projects fail according to Gardner.

I came up with a method to resolve problems using the analogy of traveling. The very first question you need to ask when traveling is 1. Where are we?. Same for a problem in the company. You need to know what is the status and what is the actual problem?. Then 2. You need to envision where you want to go, or point B. You need to IMAGINE the solution and put it on paper. 3. How long do you want to spend doing the solution? How much time are you required to take to go to point B. This is critical, as it defines many times the tool (s) you will need. Then, 4. You call the team, and ask them HOW can your solution be done in the timeframe needed.



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The Sky's the limit. Remember.

# Q&A



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# Feedback

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The End, and The New  
Beginning, Thank You !

