

LEADIOLOGY

The Science of Leadership

"The Secret behind Balanced and Powerful Leadership"

Ravi Arora

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Leadiology - The New Science of Leadership
The Secret to Balanced and Powerful Leadership

Testimonials

“Written from the mind body and soul, this original book will inspire you and change you. Having worked with Ravi for nearly a decade, I learnt the importance of alignment and leadership. This book is a reflection of his life his experiences and his leadership, balanced, practical and different. It’s required reading for any leader who desires to have more energy, reduced stress and personal success in any environment.”

Susan Palm, Theatre director

"Ravi Arora has produced an original and thought provoking book on Leadership, offering engaging stories at different stages of his life. Whether you want to strengthen your leadership or aspire to become a true leader, then the principals contained in this book will guide you and your company for a more powerful, stronger and profitable future"

Mike Southon co-author, 'The Beermat Entrepreneur'

“This book is helpful and easy to read and provides stress-busting strategies for anyone involved in leading. Whether you’re just beginning a career or a seasoned executive, this book needs to be read...and kept at hand as a leadership guide to life.”

AJ, IT Specialist

Leadiology: The New Science of Leadership

“If your stuck with a health, career or business problem or just feeling run down, go see Ravi – he will sort you out. He has been smart enough to invent from scratch a whole new science called Leadiology. It’s fabulously powerful. How this works in a business concept is just brilliant.

Tom Evans, Business Catalyst

"Leadiology shows new light on leadership. Ravi has had the courage to share his personal experience to help everyone to benefit from the learning that comes with it. He really does show us how to get back into balance and to stay there with all the tools we need. Don't miss out!"

Julia Williams, Personal Impact

I heard about Ravi after a business colleague mentioned that after just ‘one’ meeting with him he felt the immediate benefits -

I first noticed how calming and personable he was, he explained how he realised Leadiology and what it entailed, he then asked me what I wanted from my business to make it more successful. I told him what I thought were the three main aspects of my business worries and through logical application and something called ‘Kinesiology’ (which is quite incredible!) he helped me to understand the best way to solve these business concerns, one of them being that I wanted more clients.

My advice to anyone who wants their business to grow is to read this book Leadiology certainly does work.

Garry Smith, Partner BlueBark Graphic Design

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Introduction

Leadiology: The Science of Leadership

“Leadiology helps people realise their leadership potential by identifying and aligning themselves to their natural strengths and their businesses - making them healthier, fitter and more powerful as individuals.”

Ravi Arora

Dear Reader:

Welcome to a whole new way of living. I am so glad that you have decided to make a change in your life today by introducing yourself to the science of Leadiology. Leadiology is a new concept; the result of my own leadership and life experiences, research, and observations. This science will help you to identify your natural strengths and balance your leadership skills.

Leadiology provides strategies to cope with the demands and pressures of leadership. By identifying common issues leaders and executives face on a daily basis, Leadiology helps to ensure that leadership issues do not rob you of your energy, vitality, and balance.

For example, can you identify with any of the following situations?

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- You are under pressure to perform with the your current resources
- Your staff keep leaving
- Your staff are constantly underperforming
- You feel you are constantly under pressure to meet deadlines and target goals
- Business demands keep you constantly on the go
- You worry about failure
- Your customers are complaining of poor service
- Your systems are grinding to a halt
- You're tired all the time and when you go home all you can do is crash on your sofa and go to sleep
- Your staff are frequently ill - and you don't feel so great yourself.

If these scenarios sound all too familiar, you've found this book at the right time. Continuing your current pattern of stress and pressure will create further imbalances in your physical and mental health, leading to greater health problems for you – and your business.

Leadiology works at the personal, professional, and organisational levels to correct imbalances in your mind and body. Although this book will address the daily struggle many leaders face to balance their personal and professional lives, leadiology is more than a discussion of your everyday work-life balance. Leadiology takes into account every aspect of your physical, emotional, and biochemical balance to benefit your home life, working environment, and business.

These models provide both personal and leadership development at a holistic level. This book is specifically aimed at aspiring leaders, as well as established executives, who want to know

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more about themselves, so they can use their strengths and weaknesses to their advantage. The objective is to give leaders information on stress training for performance. Leadiology shows you how to increase your body's ability to handle higher levels of stress and increase your productivity. Leadiology will help you change your perspective so you can begin to view stress as a performance aid, and not a threat.

In your journey into the study of leadiology, you might learn a few things about yourself that you didn't know. Don't be surprised if you discover that many of the choices you have made in your life and career are the result of the influences of friends, family, advisers, or peers. Although you have improved your standard of living and climbed the corporate ladder of success, you might still feel as if some unidentified aspect of your life is missing. When you discover the missing piece, you will feel like a spotlight is suddenly switched on in your life. This epiphany can be frightening and exciting, because you now have reality staring you in the face. That can be scary, but I promise you, the rewards are worth it.

Leadiology helps you move out of your comfort zone. In truth, your comfort zone is probably a zone of obligation and irritation. Perhaps you think you have accepted your fate, and you believe that the consequences of your lifestyle on your health are a cost of your success. Yet when you consider that stress and illness-related absences are costing individual businesses millions of pounds and the country billions more, clearly, something is wrong.

Leadiology reduces stress-related symptoms and increases personal performance, employee retention, and ultimately, organisational performance.

Leadiology: The New Science of Leadership

By the end of this book, if you understand the importance of Leadiology as a method of discovering your balance as both an individual and as a leader, this book will have served its purpose.

How to Use This Book

Each chapter begins with an aim, followed by an in-depth discussion of the concepts. Each section is punctuated with real-life stories and examples to help you to see how Leadiology works. You will also find self-discovery questionnaires and personal evaluations to help you to reflect on your own situation.

The chapters are best read in order to get a complete understanding of the whole concept. You might wish to read specific chapters again later.

I wish you well on your journey of discovery!

Ravi Arora

1 – Leadiology: Kinesiology and Leadership

“A leader has the vision and conviction that a dream can be achieved. He inspires the power and energy to get it done.”

Ralph Lauren

Aim

In this chapter we will discuss the origins and purpose of Leadiology. You will learn what is required of you in this journey and how the study and application of Leadiology can help you become a true leader.

What is Leadiology?

Leadiology is new. Leadiology is revolutionary. So what is it?

Leadiology is an innovative way to increase energy and influence leadership performance within individuals. The origins of leadiology are reflected in the word. Leadiology is a compound of two words: leadership and kinesiology. My experiences in these two areas influenced me to create the science of leadiology. Most people are familiar with the concept of leadership, and would include words like direction, influence, and goal-setting in their definition.

Kinesiology, on the other hand, is not as well known, and might bring to mind images of your physical education classes in

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school. Kinesiology is a science that was developed by Dr. George Goodheart in the late 20th century. The goal of kinesiology is to balance your energy blueprint. In order to do this, you must look at your emotional, biochemical, and physical balance. In your study of kinesiology, you will discover how your thoughts, actions, physical activity level, and eating habits affect your energy level and your performance as a leader. Kinesiology can help increase the level of your energy holistically to increase your ability to handle and thrive on stress.

Leadiology combines concepts of leadership and kinesiology, creating a powerful method to connect a leader's mind and body for superior performance. Leadiology truly is the connection of mind and body.

Examining leadership through the study of kinesiology is a unique concept. Kinesiology studies three elements: the physical, mental, and nutritional aspects of total well-being. While there is an abundance of literature available on leadership and health, many coaching and psychology books examine only one of the three elements, or at the most two. Kinesiology examines all three elements of the equation and identifies the area you need to work on first – a concept I call the priority correction – see Chapter 2.

The Benefits of Leadiology

Leadiology enables you to become the person – and leader - you were meant to be.

Through the study of leadiology you will...

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1. Enjoy greater health and vitality
2. Determine the hidden organisational or mental obstacles to your personal and professional goals
3. Find the motivation to identify and achieve your true dreams
4. Work at your optimum level of productivity

Leadiology will also reduce the frequency of...

1. Neck, back, and shoulder pain
2. Indigestion and other stomach disorders
3. Mental and emotional blockages caused by stress

You will learn to...

1. Manage and lead more confidently
2. Understand your strengths and limitations and use them to your advantage
3. Create better personal and professional relationships

Your business or organization will see...

1. Reduced labour turnover and greater employee retention
2. A drop in absenteeism rates
3. Greater employee motivation and productivity

You will find that Leadiology is unique in its approach to total personal and professional success and well being. The benefits of Leadiology will spill over into all areas of your life.

Leadiology addresses more than success. Even when you fail, Leadiology has the answer. Leadiology can help you to learn, grow, and move on, past your mistakes and into your future.

Face Your Failures First

“Failure should be our teacher, not our undertaker. Failure is delay, not defeat. It is a temporary detour, not a dead end. Failure is something we can avoid only by saying nothing, doing nothing, and being nothing.”

Denis Waitley

I'm sure you've heard the saying about the fine line between sanity and madness. That same fine line exists between success and failure, winning and losing, and extraordinary and mediocre leaders.

How many times have you failed in your life? You would probably prefer to put your failures in the past and forget about them, however, you would then be losing a valuable lesson. After every failure, you picked yourself up, dusted off, and learned from your mistakes. That's an accomplishment. Failure helps you to develop your skills and experiences.

You are an individual and your successes and failures shape your destiny. The secret to success is found in how you deal with failure. As a leader you need to know how to deal with both success and failure, so you can learn from your triumphs – and your trials - and lead by example.

In your study of leadiology, you will be exploring yourself on a personal, professional, and organisational level. Self-examination is not always easy, but I promise this will pay off. Looking at your past decisions and your current lifestyle will help you to keep from making the same mistakes time and time

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again. No matter what your current position in life, the choices you make will always determine your future success or failure. However, if you allow yourself to take a step back from your current way of thinking and follow the techniques I will teach you, you will learn and grow as a person – and experience more successes than failures in your future.

“Failure is the opportunity to begin again, more intelligently.”

Henry Ford

Case Study: The Greatest Lesson

I often recall an event that changed the course of my whole life. I had joined a prestigious company, a company who was the market leader in its field.

I had been with the company for nearly five months when the firm's annual conference came around. I was asked to make a presentation about pricing to 100 of the firms regional MD's and senior sales managers.

The conference took place at our head office in Luxembourg. I was really excited about the presentation. My General Manager and I started preparations, since he would be presenting with me.

In reality, I was still coming to grips with the pricing process. Luckily, my GM knew the issues well and put most of our presentation together.

I said to myself, "I can do this. I've always wanted to present at a conference like this and show off my abilities. This is my chance to shine."

Then, the time came for the presentation. We were sitting in a huge oak coloured auditorium with recessed ceiling lights, and a huge screen on the stage for PowerPoint presentations. A person sitting

Case Study: The Greatest Lesson

just in front of the lectern was controlling the slide shows.

There must have been at least 200 people sitting in the auditorium. The atmosphere was stale and warm. We were the last to present, and there had been a number of very good presentations before us.

I had bought a new shirt and tie for the occasion. I looked the part, but as time ticked away closer to our presentation, I became agitated and sweaty. Before I knew it, the final coffee break was announced. We were on immediately afterward. During the break, people kept telling me they were expecting a really swish performance. I had previously worked with their main competitor, whom they respected very highly, and my reputation preceded me.

Luckily, this didn't make me nervous. Instead, my self confidence was boosted and when we went back in, I was rearing to go. The president of the organisation made a short introduction and we were on.

My GM did the first part of the presentation, which went very well. Then he introduced me. I strutted toward the lectern like a peacock in heat. I stepped up to the stage, put my notes on the lectern, motioned toward the PowerPoint controller to start the presentation, and I began.

Case Study: The Greatest Lesson

“Good afternoon, everyone.”

I started off strong, but then I began to read my script. This was a mistake. I found I had trouble with my breathing, I was getting sweaty, and honestly, I didn’t really understand what I was presenting.

I seemed to be getting away with my lacklustre performance, but then I heard a ripple of murmurs from the audience. I heard someone say, “I can’t see anything, the text is too small.”

I turned my head to look at the slide show and saw that the numbers were far too small, even on a large screen. I was completely thrown off balance. I stood there motionless for what seemed like ages with my head completely blank. My instinct was to pick up the microphone, get down from the stage, and discuss the chart, but I was frozen. I couldn’t move. All I could see was these faces staring at me: the new boy, the wiz kid that they poached from the competitor. What do they think of me now?

I looked back and my notes and awkwardly fumbled through the rest of my presentation. The audience politely clapped at the end, but I knew from the looks I got that the presentation was a disaster. I thought my career had just ended.

Case Study: The Greatest Lesson

I felt feelings of embarrassment, inadequacy, and failure. When I got home, I analysed every moment of my speech, and what I should have done differently. These feelings haunted me for months, and I vowed to never be in a position like that again.

As a result, I hired a voice coach and a business coach, and I never looked back. Fortunately, my arsenal of talents allowed me to develop my career. I did present again, and was applauded genuinely for the performance.

If you don't fail, how will you learn? I urge everyone to fail well – then you will learn well! The more experience you have with failure, the more you will learn.

So take that step and volunteer for the role you know nothing about. Start that project you've been putting off and stand up and be counted. That's what leaders do.

What are you going to fail at?

All Leaders Are Not the Same

Everyone is born with certain characteristics that influence their leadership style. There is some debate about whether some leaders are “born leaders” because they inherited certain genetic traits. I believe that strong leaders are grown – not born –

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through the sum of their personal and professional experiences. Traits don't make leaders, leaders make themselves.

It is important to understand your own genetic gifts and develop the strengths you were born with to maximise your potential. Leaders need to be inspiring and motivated, self-disciplined, and open to new ideas. Leaders must also have a strong sense of honesty and integrity. Your interactions with others, your ability to deal with difficult situations, and your understanding of your personal environment all contribute to your leadership development. During your self-examination, you will explore your internal leadership behaviours, and evaluate how you carry yourself in the workplace, and with your family and friends. Your self-analysis will be very personal, and give you a better idea of your strengths and weaknesses. Your dominant strength or character trait may be very different than the dominant characteristic of another leader, but good leaders come in many different forms. However, keep in mind that traits are not enough to make you a leader; you need experience too.

The Journey of a Lifetime

Growing as a leader is a lifelong journey. You will find that this book takes a long-term, holistic approach to leadership. There will be many times in your life when you will find yourself confronted with a leadership opportunity. If you have the chance to challenge yourself as a leader, take the opportunity and learn from it. You may fail, but you will certainly grow from the experience. The starting point of your journey is acceptance. An acceptance of who you are, your weaknesses, strengths and everything that makes up your personal genetic blueprint. This will determine your success in developing as a leader.

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Leadiology works on your present state. While leadiology does examine your past behaviours and future goals, the objective is to fix your life *now*. Whether you are a leader today or are preparing to apply for a leadership position tomorrow, you should want to grow as a leader *now*. If you are experiencing problems –you need an answer *now*. The purpose of this book is to help you to discover your current set of skills, behaviours, strengths and weaknesses so you can find the answers you need to allow you to become the leader you really are.

The leadiology program takes into account both your lifestyle and leadership style because your lifestyle influences the way you lead. If you are searching for a program or course to turn you into a leader, you might as well stop right now. No course is capable of creating leaders. However, leadiology will make you better aware of your strengths and weaknesses so that you can use your talents (and flaws) to become a better leader. Leadiology will also help you to assess what changes you need to make to increase your energy level, and promote well-being from the inside out.

Exercise 1.1 - Leadership Journal

Begin today a journal to chart your experiences; you should use this journal to complete the exercises which appear in this book. Writing your experiences and going through the exercises will help you on your leadership journey.

Summary

By embarking on the Leadiology journey, you will find your leadership destiny, your calling, and your cause. You will discover who you are now – and who you could be, if you follow the techniques and maximise your potential.

This journey will require self-analysis, exercise, and critical thinking. You must be willing to examine all of the choices you've made in your personal and professional life – both good decisions and bad. Leaders are grown, not born, with unique strengths and weaknesses. Leadiology will guide you on your path of self-enlightenment to leadership and to life. Let's begin the journey.

2 - The Triad of Health in Leadership

“Energy is the essence of life. Every day you decide how you're going to use it by knowing what you want and what it takes to reach that goal, and by maintaining focus.”

Oprah Winfrey

Aim

This chapter discusses the basic model for the individual and explains the science and the mechanics of Kinesiology.

Kinesiology looks at the whole being. After all, the sum of the parts is greater than the whole. Leaders need to be whole beings: driven, balanced, and true. The science of kinesiology helps to find the imbalances that challenge our leadership abilities.

Kinesiology makes you more powerful as an individual, both on the inside and out. Kinesiology is physical in nature as it literally requires the personal touch, and the impact can be deep and moving.

In this chapter you will learn how to identify the imbalances that challenge your leadership abilities. Identifying these imbalances will make you more powerful as an individual. You will:

- Enjoy greater health and vitality
- Achieve personal and professional goals

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- Work at optimum levels of productivity
- Manage and lead more confidently
- Understand your strengths and limitations
- Reduce stress and achieve higher levels of profitability.

The Triad of Health

Kinesiology is not a new science. Ancient Indian, Chinese, and Tibetan cultures used kinesiology as a means to measure the human energy system. However, kinesiology does have new applications. Today, we use our current knowledge of kinesiology to optimise personal strength and power.

Kinesiology uses the three keys of alignment:

1. Physiological – Biochemical and Nutritional

The physiological side represents our nutritional and supplementary balance. This key examines what we put and do not put into our bodies.

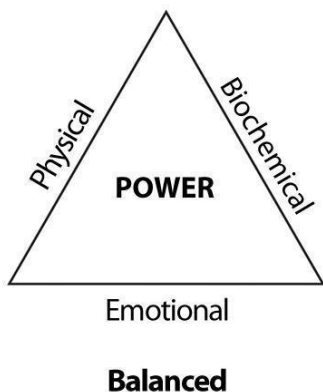
2. Psychological – Mental and Emotional

The psychological side represents our emotional balance; our capacity to think, perceive, and feel.

3. Anatomical – Structural and Physical

The anatomical side represents our physical balance and our capacity to move freely without pain.

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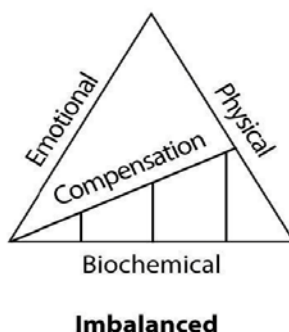


The three keys of alignment must be balanced in order to achieve your optimum performance. Think of your body's total health as a triangle. When the triangle is equilateral, the three sides are all equal in size – i.e., the sides are balanced. This is the condition of a human being who is in the ideal state of balance and

power. In reality, you will rarely find a human who has achieved this state of balance. Like so many other people, you probably exist in an imbalanced state.

Consequently, your body compensates for this imbalance to allow you to live reasonably comfortably in this challenging world.

Dr. George Goodheart is a pioneer in kinesiology. His science of Applied Kinesiology (1964), demonstrated that on a deeper level, the human body always knows what is best for your health. Goodheart discovered that an **indicator muscle** would become weak or strong, depending on what was introduced to the energy field. For instance, a beneficial supplement would keep the muscle strong while a chemical sweetener would make the muscle go weak.



An indicator muscle is used as a biofeedback tool to detect and correct imbalances in the body. These muscles are used to tap into an individual's bio computer to identify and eliminate stressors that are weakening the body.

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The arm is typically used as the indicator muscle. The kinesiologist will place their hand on one of your shoulders while your other arm is extended perpendicular to your body. A test substance is placed in your hand, and your arm is evaluated for strength or weakness. If your arm is strong and stays up, the substance in your hand is either neutral or beneficial to your body. If the arm is weak and falls, the substance is harmful.



Indicator muscle – Stays Strong – Beneficial or Neutral

Photo courtesy of www.andrewsansom.com

Although you can test an indicator muscle's strength yourself, there are many factors that can alter the test's reliability. For instance, preconceived ideas about the outcome or a strong desire for a particular outcome can affect the test's accuracy.



Indicator muscle – Goes Weak – Harmful

Photo courtesy of www.andrewsansom.com

I am not trying to “sell” you on kinesiological testing; however, I am trying to impart information regarding the power of kinesiology to determine your real answers at the subconscious level.

Muscle testing allows a kinesiologist to determine what food, drink, substances, and supplements will be beneficial for our bodies. This knowledge empowers the individual to make smart choices for their unique body. Although muscle testing is not accepted in all mainstream medical circles, the technique is gaining acceptance. In addition to kinesiologists, some doctors, naturopaths, chiropractors, and herbalists use muscle testing to determine the indicator muscle’s strength or weakness.

Photo courtesy of www.andrewsansom.com

Indicator muscle – Stays Strong – Beneficial or Neutral Substance

Lying on a couch



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Photo courtesy of www.andrewsansom.com

Indicator muscle – Goes Weak – Harmful Substance

Lying on a couch



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Indicator muscles can reveal the harm or benefit of more than just physical substances. Muscle testing demonstrates that our thoughts, feelings, and sensory perception also have a very real affect on our body.

In 1979, Dr. John Diamond expanded upon the science of kinesiology with a book on Behavioural Kinesiology called *Your Body Doesn't Lie*. Diamond proved that indicator muscles would react to positive, negative, and physical stimuli. A pleasant thought would increase the indicator muscle's strength while an unpleasant smell would reduce its strength. In fact, the clothes we wear and the music we hear can strengthen or weaken our bodies. When you are sick, your clothes can become toxic to your body within an hour.

As discussed earlier, your body compensates for the imbalances in your triad of health. The aim of kinesiology and indicator muscle testing is to achieve fewer compensations and get as close as possible to the state of balance.

Your Body Never Lies

Have you ever found yourself at the crossroads of your life with no idea which way to go? Would you like to know if you are setting real, authentic personal and professional goals for yourself and your business? Whether your dilemma is a career choice, hiring decision, personal matter, or a purchase, you've probably wished for a tool to show you the right route and true direction.

Well, I have good news for you. Your body is a powerful tool, capable of showing you the way. There is a very powerful link between your mind and your body. When you make a decision not only does your body know the right answer on all occasions,

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your body will tell you if you have made a poor choice - whether you like it or not. Your body works on a very deep subconscious layer. Your body knows you intimately and understands what you really want and need. There are a number of ways which this could be proved but I use the science of Kinesiology to look at the energetic blueprint of your body and your overall energy levels. Introducing techniques that harmonise your mind and body can increase productivity, performance, and personal satisfaction.

The process of change begins by tapping into the vastness of your subconscious. This requires discipline. Leadiology identifies the essence of leadership at the subconscious level. Some people demonstrate the ability to lead naturally. For others, the ability to lead is buried beneath a lifetime of experiences.

Leadiology strengthens your essence and prepares you for leadership. How? Through the science of Kinesiology, Leadiology removes the layers of protective material accumulated over a lifetime of experiences and brings to the surface the essence in you - the real you - the leader in you.

Exercise 2.1 – Identifying Imbalances

How do you know if you are imbalanced? Believe me, your body will always tell you. The only trouble is we don't always listen to our body or notice the signs until the damage is already done.

Tick in the relevant boxes below

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Issue	Currently Have	Managing Well	Not Managing Well
Accident trauma			
Allergies			
Arthritis			
Asthma			
Back ache			
Breast pain and congestion			
Depression			
Digestive problems			
Dyslexia			
Fatigue			

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Issue	Currently Have	Managing Well	Not Managing Well
Food sensitivity			
Irritable Bowel Syndrome			
Learning disabilities			
Muscular pain and aches			
Osteoporosis			
P.M.S.			
P.M.T.			
Phobias			
Post-operative pain			
Posture problems			

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Issue	Currently Have	Managing Well	Not Managing Well
Rheumatism			
Skin disorders			

This list is not exhaustive. Some of these disorders, injuries, or illnesses are bound to turn up in your life, unless you are one of those lucky people who sail through life without ever succumbing to illness or injury.

If you are one of the blessed ones, please recognize that an illness-free life is rare and appreciate your good fortune. But before you begin congratulating yourself for being as fit as a fiddle, beware – sometimes life can surprise you.

Kinesiology is used to find your imbalances by carrying out a number of muscle tests. These will find what your body needs first, a physical correction, a biochemical correction, or an emotional/electromagnetic correction. Choosing which area to focus on aligning first is decided through a process called the **priority correction**.

Techniques for Correcting Imbalances

Kinesiology uses our natural energy pathways – called meridians – to identify imbalances. Meridians have been identified by modern electronic methods and photographed, so we do know they exist.

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Kinesiology uses the following methods to correct imbalances in the meridians.

Physical Correction

A physical correction, as the name implies, uses the body's muscular system to identify weaknesses that have built up over time. Each weakness is related to a specific condition. The way the muscles react to testing provides the feedback that will enable you to correct the problem using the system of priorities.

You will normally find that by correcting the imbalance using the system of priorities, you will put a number of other problems right at the same time.

The Neurolymphatic Reflexes

The lymphatic system is part of the circulatory system. The lymphatic system flows toward the neck region and empties into the veins leading to the heart. The lymphatic system is responsible for clearing all the debris from your system and removing toxins and other potentially harmful matter from the body.

The lymphatic is also responsible for supplying hormones, proteins, fats, and lymphocytes to all of the cells in the body. Lymph vessels and lymphs outnumber blood vessels and blood two to one. Lymph nodes produce antibodies and make 25% of the white blood cells, which work with antibodies to fight infection.



Rubbing Lymphatic points

Photos courtesy of www.andrewsansom.com

To correct imbalances the lymph glands are rubbed gently for 20-30 seconds. See the section Identify Energy-Sapping Habits

and Prepare Your Body for Stressors later in this chapter for further details.

The Neurovascular Reflexes

The neurovascular reflexes are located mainly on the head. These reflexes relate to specific organs, which stimulate specific acupuncture meridians when lightly touched.

By lightly touching these neurovascular reflex points, blood flow is increased to the specific organs, muscles and glands, contributing to the meridian correction.

Biochemical Correction

A biochemical correction will still use a muscle test, but will also determine whether the body needs a vitamin or supplement to fix an imbalance. Biochemical corrections reveal whether your overall diet is working and whether a dietary change is necessary.

Emotional Correction

Your body reacts to emotional stimuli and your health, whether good or bad, is related to how you feel. Are you being weakened by your thoughts? Persistent, negative thoughts, worry, or stress can be directly related to your current condition.

Electromagnetic Correction

This correction is very closely related to the emotional sphere, but is corrected using magnetic therapy, Ying and Yang meridians and traces the energy meridians.

To be able to perform at an optimum level, your body needs to be balanced in your personal and business life. Issues that are not resolved build up and create conditions, which can affect you

and the people around you, as well as impact your role as a leader.

The previous section has just revealed how Kinesiology can personally improve your energy. The following now shows how you can apply this in your daily lives.

Change Your Lifestyle to Boost Your Energy and Leadership Performance

Your energy is constantly being drained to deal with business aims, staff turnover, absenteeism, and productivity issues. At the same time you are dealing with these objectives, you are expected to inspire and motivate the staff working for you.

How can you stop being drained by your responsibilities?

By becoming turbo charged. Leadership becomes turbo charged when the physical, biochemical, and emotional energies of an individual are optimised. When all three levels are maximized, the body produces a high state of energy, well being, and confidence.

Low energy leadership creates low energy teams and low productivity.

Creating a vision requires clarity, energy and focus. The following tips will show you how to balance your physical, emotional, and biochemical health.

Be open to all your senses to create a vision. The more balanced you are, the more focused you will be. This will enable you to set and achieve goals that will create the future you so desire.

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As a leader you must be able to adapt and change, and take advantage of emerging opportunities. Knowing when to change to a faster lane is all part of the learning process.

Everyone is replaceable. Optimise your energy as quickly as you can. The stronger you are the better you will be able to cope with the changing business environments.

Learn to find the ideal state of balance and power and ensure your energy is kept high by using the suggestions below. Imagine the heights you can lead your team to when your energy is turbo charged and your mind and body harmonized!

Identify Energy Sapping Habits and Prepare Your Body for Stressors

PHYSICAL ENERGY: Determined by the energy in your muscles, internal organs and skeletal structure.

- Sleep at least 7½ hours a day to ensure your body has had enough chance to repair itself during bedtime.
- Wake up in the morning and place the palm of your left hand over your belly button and with your free hand rub firmly into the soft tissue underneath your collarbone. Start from the corner of your shoulder and work your way towards the middle then change hands and repeat on the other side. This wakes up your body and helps remove toxins and debris from your lymphatic system.
See page 39
- Repeat the above routine just after lunch.

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- Warm up by moving on the spot for 5 minutes before you begin any exercise. This reduces the possibility of any muscle injury from occurring.
- Cool down for 5 minutes after you've exercised by moving and stretching gently. This reduces the build up of lactic acid and stiffness in your muscles the following day.
- Stretch after warming up very gently for 5 minutes without straining any muscles. Take advice from trainers and experts who can show you how to stretch properly.
- Do 10 press-ups and sit-ups every other morning. Gradually increase to 50 repetitions three times a week.
- Do aerobic exercise - 20 minutes every other day and up to 45 minutes on your days off if you're fit enough. Choose what you enjoy best - brisk walking, running, cycling, swimming, or a fitness class. You don't have to belong to a gym to exercise your heart! A brisk walk will do wonders for your body.
- Aerobic exercise helps with the drainage of toxins from the lymphatic system. Saunas and massages have a similar effect - how relaxing!
- Take a break from your exercise routine 2 or 3 days each week to avoid over exercising and damaging your body. Over exercising can lead to oxidative stress, which involves unstable oxygen molecules and the release of free radicals, damaging your body's cells.

CAUTION

IF YOU HAVE BEEN LIVING A SEDENTARY LIFESTYLE, PLEASE CONSULT YOUR DOCTOR BEFORE BEGINNING ANY NEW FITNESS ROUTINE OR REGIMEN.

Fuel Your Body For Success

BIOCHEMICAL ENERGY: Determined by what types of food, drink, and other substances you use to fuel or repair your body.

- Drink a glass of water at bedtime to help flush your body of toxins during the night.
- Drink a glass of water in the morning to stimulate your metabolism and flush out any toxins produced during the night's rest and repair stage.
- Eat a nourishing breakfast every morning. Try to avoid sugary cereals, syrups, jams, and sugary carbs. Instead, increase your protein content. Eat eggs, soya, turkey or chicken breast slices, lean bacon or any other protein alternative.
- Vitamin C is rapidly depleted in times of stress. Oranges, passion fruit, kiwi fruit, grapefruit, papaya, mango, and guava are packed with Vitamin C.

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- If you have fruit in the morning, eat the fruit before your main protein breakfast to avoid the build up of gas afterwards.
- If you want to exercise first thing in the morning, eat a banana at least 20 minutes before you begin.
- Have something to eat 2 hours before a hard session in the gym, so your body will be able to break down necessary nutrients for muscle building.
- Eat a mixture of proteins and carbohydrates 30 minutes after any hard training to replace lost energy stores and to repair torn muscles.
- Cut down on refined white flour products like bread, pasta, pizza, and rice.
- Eat more complex carbohydrates such as lentils, beans, chickpeas, nuts, brown rice, wholemeal pasta, wholemeal cereals, bread, flour, and yams.
- Eat 1 to 2 portions of fruit and/or a hand full of nuts (as long as you're not sensitive or allergic) in between meals.
- Avoid refined carbohydrates like pure sugars and sweets.
- Eat the right balance of essential fats such as Omega 3, 6 and 9 every day.
- Eat Omega 3 oils more frequently.

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- Good sources of Omega 3 family: sardines, wild salmon, mackerel, herring, anchovies, marine algae, flax (linseed) seed, hemp seed, pumpkin seed, walnut, and tofu.
- Good sources of Omega 6 family: corn, safflower, sunflower, sesame, pumpkin and hemp seeds, evening primrose oil, borage oil, blackcurrant seed oil, and avocado.
- Good sources of Omega 9 family: unrefined extra virgin olive oil, almond, walnut, hazelnut, macadamia, cashew, pistachio, and brazil nuts.
- Add olive oil to your salads.
- Do not cook with olive oil. The oil becomes oxidized and loses its nutrient value.
- Cook with a little bit of water to avoid damaging the nutrients in the food. You may also use butter, coconut oil or palm oil sparingly, because they are more stable at higher temperatures.
- Avoid bad fats – partially hydrogenated oils and saturated fats. These fats are linked to inflammatory diseases such as diabetes and heart disease - especially amongst ethnic and Asian communities.
- Avoid fast food and margarines because of their high hydrogenated fat content. These reduce the body's

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ability to prevent inflammation. They also affect fat metabolism and lead to imbalanced hormones.

- Buy organic food whenever possible due to the toxins that build up in regular foods.
- Some organic food is more beneficial than others The build up of toxins is especially strong in carrots, potatoes, lettuce, apples, grapes, oranges, and strawberries.
- Eat more cruciferous foods like broccoli, brussel sprouts, cabbage, cauliflower, spinach, and kale. They are full of good nutrients and are powerful cancer-fighting agents.
- Eat more Beta-carotene fruit and vegetables: melon, mango, peach, sweet potato, tomato, carrots, or pumpkin. These are good antioxidants.
- Calcium and Magnesium are important partners in the body's overall function. Calcium is used in contracting muscles and magnesium relaxes the muscle.
- Eat green leafy vegetables, swede, and tofu for calcium.
- Eat green leafy vegetables, bananas, prunes almonds and cashews for magnesium.
- If you are vegetarian, green leafy vegetables and marmite provide a source of B12.

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- Quit smoking. In the long run it will shorten and reduce the quality of your life.
- Eat in a relaxed environment. This encourages the blood to move more freely toward the digestive system and helps the body break down food. Stress takes blood away from the digestion system.
- Chew your food thoroughly. This breaks food down into smaller pieces, aiding the digestive system.
- Digestive juices aid in breaking down the food. Eating food in a hurry or gobbling large chunks doesn't allow the stomach to recognise that food is arriving into the digestive system. If you can smell the food you are going to eat the more time your stomach will have to get the digestive juices going. Don't grab and go, smell and go!
- Avoid drinking water at meal time and for an hour afterward. Water reduces the action of digestive fluids.
- Eat little but often. This stabilises your blood sugar balance and reduces the frequency of energy dips during the day.
- Avoid fizzy drinks and diet drinks. They disrupt fluid balance in the body. You end up feeling thirstier after drinking them.

How to Avoid the 3 P.M. Crash

Do you ever feel tired and sluggish after your lunch? Try using the tips below to avoid the 3 p.m. crash and keep you focused, clear, and energised to face the rest of your day.

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- Avoid alcohol. Alcohol will make you aggressive, passive, or sluggish.
- Avoid large quantities of simple carbohydrates at lunchtime to avoid increasing your blood sugar. This spike in sugar is responsible for the sharp energy high and subsequent dip after 3 p.m.
- For lunch try lean cut meats or a vegetable protein source with a salad. You may have a small amount of carbohydrates at lunchtime to help reduce the amount of sugar entering your blood stream. This maintains your energy levels - keeping you sharp and alert to handle any stressful situations.
- At teatime, avoid simple carbohydrates such as sugar, biscuits, pastries, cakes, processed cereals, pizza, sweets, chocolates, and soft drinks.
- Reduce your caffeine intake. Some caffeine can be beneficial, but too much can disturb the sugar balance. This is more likely if you are also eating a simple carbohydrate like a cake with your coffee.
- If you need a quick energy boost before an afternoon meeting, roll your ears back and forth toward the side of the head. At the same time, massage them very firmly for 90 seconds. This will give your body a kick and increase your alertness.
- Increase your fluid intake. Water is best but increasing the volume of fruit in your diet also contributes towards your fluids.

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- Fruit and fruit juices contain high levels of sugar that can damage your teeth. Rinse your mouth with water after eating.

Case Study: *Biochemical Crash*

Seven years ago I joined a well-known, multinational company. I was hired on the basis of my expertise, strengths, and personality traits. I was an experienced project leader with strong communication skills and the ability to get things done.

I started work with enthusiasm. Twelve-hour days were not uncommon. Sometimes I worked 16-hour days, but I was enjoying it. The adrenalin, the rush; I was Mr. Super Executive. No job was too big or too small for me. Have you enjoyed that feeling?

Time went by and as I became more involved in my work I spent more time away from home. I had become a Project Leader for a major change management project, which required more and more of my time. In the beginning, life seemed great. I was really enjoying myself. I had a small team around me and we all had a lot of enthusiasm and energy. We were meeting almost weekly in Luxembourg, the European Head Office, going through the objectives, and setting deadlines. We were making progress.

In the evenings, we went out on the town to reward ourselves for a hard day's work. A lot of food was eaten and a lot of alcohol was drunk on

Case Study: *Biochemical Crash*

these occasions. At first we went out only two days a week. Then two nights became three nights, and within a few months we were going out almost every day of the week. I had become a weekend father and husband.

By that time I had begun to feel a little tired and weary, but my responsibilities were increasing and I still had my UK responsibilities to deal with. I ignored my symptoms and continued to fulfil my duties as the UK's Sales Planning Manager and European Project Leader. Before I had joined the company I was a very fit and energetic person, but the increasing responsibilities in both roles ate into my time, so keeping fit flew out of the window. As result I had become sluggish. My digestive system was also beginning to act up as a result of the lack of care and attention to my diet.

When the symptoms of my digestive imbalance became really painful, I started taking antacids. Every time I was due to fly I would buy a packet of antacids from the pharmacy. I was going through a packet almost every week. However, my indigestion was getting worse, rather than better and so I graduated to extra strong antacids. Did this help? Of course not! I was often racked with pain and frequently got up in

Case Study: *Biochemical Crash*

the middle of the night thinking I was going to die of a heart attack all alone in a hotel.

I had read a story in a famous digest, about an executive who thought she had heartburn. This executive's "heartburn" was actually a heart attack and she died. I was beginning to get scared; very scared.

You might be wondering how I felt on the days after these painful attacks. Well, I looked fine on the outside, but on the inside I knew there was something terribly wrong. I was exhausted. I should have gone and seen a doctor, but I didn't. Instead, I continued to ignore my symptoms. Like so many other people, it took a truly frightening situation to change my lifestyle.

In May of that year, I returned to the UK to meet a major European deadline. The workload was heavy and the entire staff was involved. I was determined to achieve the objectives set by our European Directors; it was really important to get the bottom line results the directors were looking for.

As the week dragged on, I knew I would have to come in over the weekend to achieve the Monday deadline. I was still feeling tired when I

Case Study: *Biochemical Crash*

got up Saturday morning. I was in the office, the air conditioning was off, the sun was shining, and I could hear the morning shoppers bustling in the streets. I was looking at my PC, crunching the numbers when I suddenly began to feel extremely emotional. I wanted to cry, but I couldn't, and all of a sudden the numbers on the screen stopped making sense to me.

I was frightened. I didn't know what was happening to me. I was tired, emotionally drained, and I ached all over. I wanted to go home.

Do you think I went home? Would you go home?

You guessed right. I didn't. I struggled on and completed the task to the delight of my bosses. I was a superstar once again.

But at what price?

I was really racked with pain and the antacid wasn't working. I was very, very sick. I had begun falling asleep in meetings, I wasn't very sure of myself anymore, and I had begun to hate what I was doing!

My contribution to the business transformation

Case Study: *Biochemical Crash*

project was decreasing, my stress levels were increasing, and my performance was faltering. I knew I had to do something or face the consequences in terms of my health and career.

So what did I do next? I listened to my wife, who took me to see a very talented Kinesiologist. The kinesiologist found an imbalance in my adrenals which had led to symptoms of adrenal exhaustion. My physical body was completely weak. I was fine if I was working and doing something active, but the moment I stopped physically I would just collapse into a heap, as there was imbalance in my energy levels. No wonder I was falling asleep in meetings!

The kinesiologist's conclusion: I needed to slow down and completely change my lifestyle. He ordered me to stop taking the antacid immediately. The antacid, instead of treating me, was poisoning me. Our stomachs are meant to be very robust acidic environment. The antacid was actually shutting down my digestive system, leaving behind undigested food and toxins, which were causing me no end of problems.

Three months later I began to notice the difference in my health. My digestive system had

Case Study: *Biochemical Crash*

begun to go back to normal and I was going easy on my eating and drinking. I was still the project manager of the change management programme and nobody really noticed any difference except for me. I now looked and felt better both internally and externally. I was sleeping better, I felt refreshed, and I took time out to exercise.

Yes, I recovered and I became the leader I was meant to be, but I learned the hard way and it was a lesson I shall never forget.

Increase Your Energy Levels, Clear Your Mind, and Relax

EMOTIONAL ENERGY: Determined by what you think, feel, and do.

Emotional Stress Relief (ESR): ESR helps defuse past trauma and alleviates the stresses associated with future events.

Technique

In times of stress find a safe place to sit or lie down. With a very light touch, place the fingertips of both hands just above your eyebrows on the bumps of the forehead and think/visualise about



Photo's courtesy of www.andrewsansom.com

Emotional Stress Relief – Self Application

the issue you have. This light touch has a harmonising effect on the energy of the forebrain and is the place where new solutions can be found, and decisions made without the influence of your emotions. The ESR session ends once the image of the issue has dissipated. This can be more effective if a trusted partner sits or

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stands behind you and places their fingertips on the spots previously described.



Adapted from “Touch for Health” books 1 and 2

Photo’s courtesy of www.andrewsansom.com

Emotional Stress Relief – Using a Partner

- ESR can help reduce the stress and anxiety you may have about your leadership role and will enable you to find new solutions to nagging problems that you may have with your bosses, peers, or subordinates.

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- Know thyself. A leader has fears and insecurities - just like everyone else. The difference is that a good leader is able to recognise their strengths and weaknesses. Use ESR to reduce your fears and phobias and allow your subconscious to create an answer.
- Work on your strengths not your weaknesses, visualise while doing ESR what you will achieve using your strengths. Your image will become hard to hold, this is normal as it works into your subconscious. Write down all the strengths you have visualised and how you are going to use them. Afterwards you will feel calmer and more refreshed.
- Stick this list of strengths and their use in a place where you can look at them every day. This will remind you how to use them in your daily life.

The Ring of Fire: This technique increases the level of DHEA (dehydroepiandrosterone), which becomes in low supply when you become highly stressed.

DHEA and Cortisol are the body's long acting stress hormones and need to be in proper balance for optimum health, excess stress creates an imbalance of cortisol producing a shortfall in DHEA.

Technique

By rubbing, tapping, or even visualising each acupuncture point for 10 to 20 seconds will raise the level of DHEA by 50-60% - especially if you also have chronic health problems.

Acupuncture Points

The following are the acupuncture points referred to above. Focus on each acupuncture point in the order listed. This is of utmost importance.

1. **KID3** Located in the dip behind you heel both sides
2. **CV 2** In the middle of your pubic area
3. **CV6** Located one inch below your belly button
4. **BL22** Found just above your buttocks
5. **CV18** In the middle of your chest, just above your nipple line
6. **CX 6** Located one inch below the wrist line on both sides
7. **LI 18** Found on either side of your neck
8. **GV 20** On the top of your head

Note: Stimulating CX6 is good for morning sickness during the 1st 3 months of pregnancy, but avoid stimulation after the 4th month.

Photo courtesy of www.andrewsansom.com

Ring of Fire Acupuncture Points Front

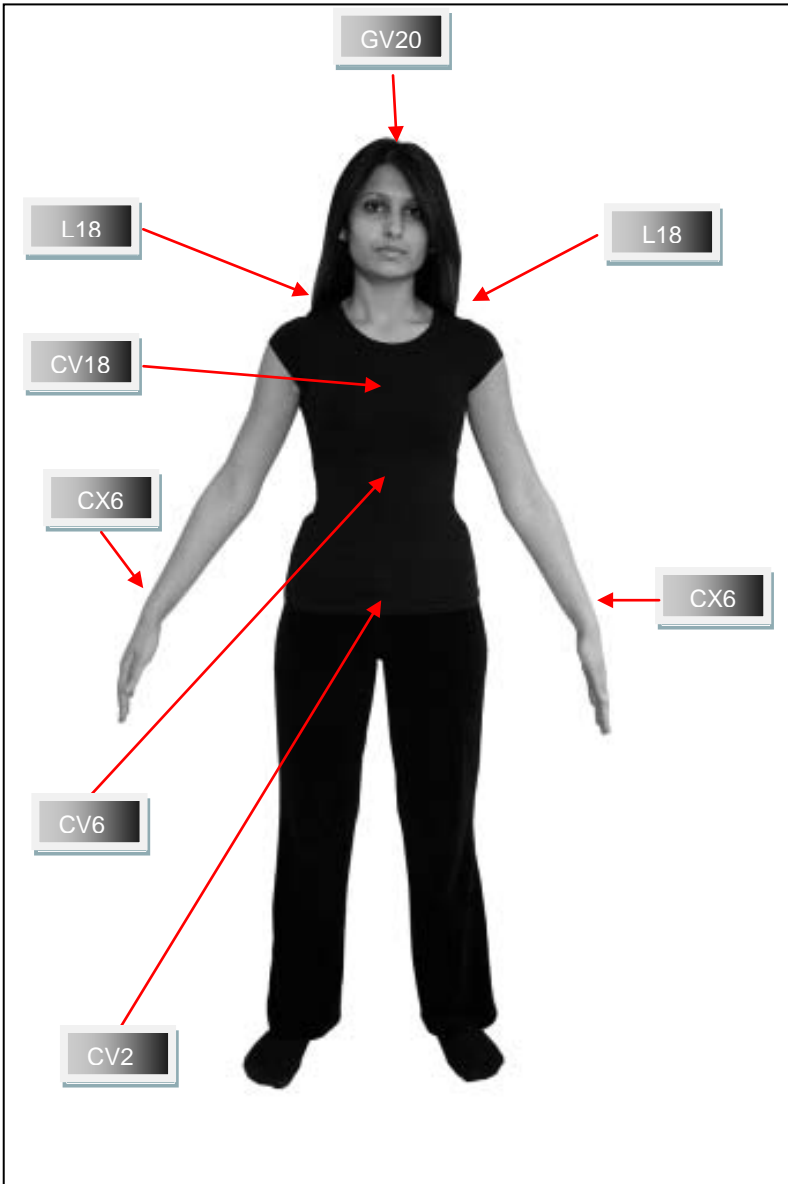
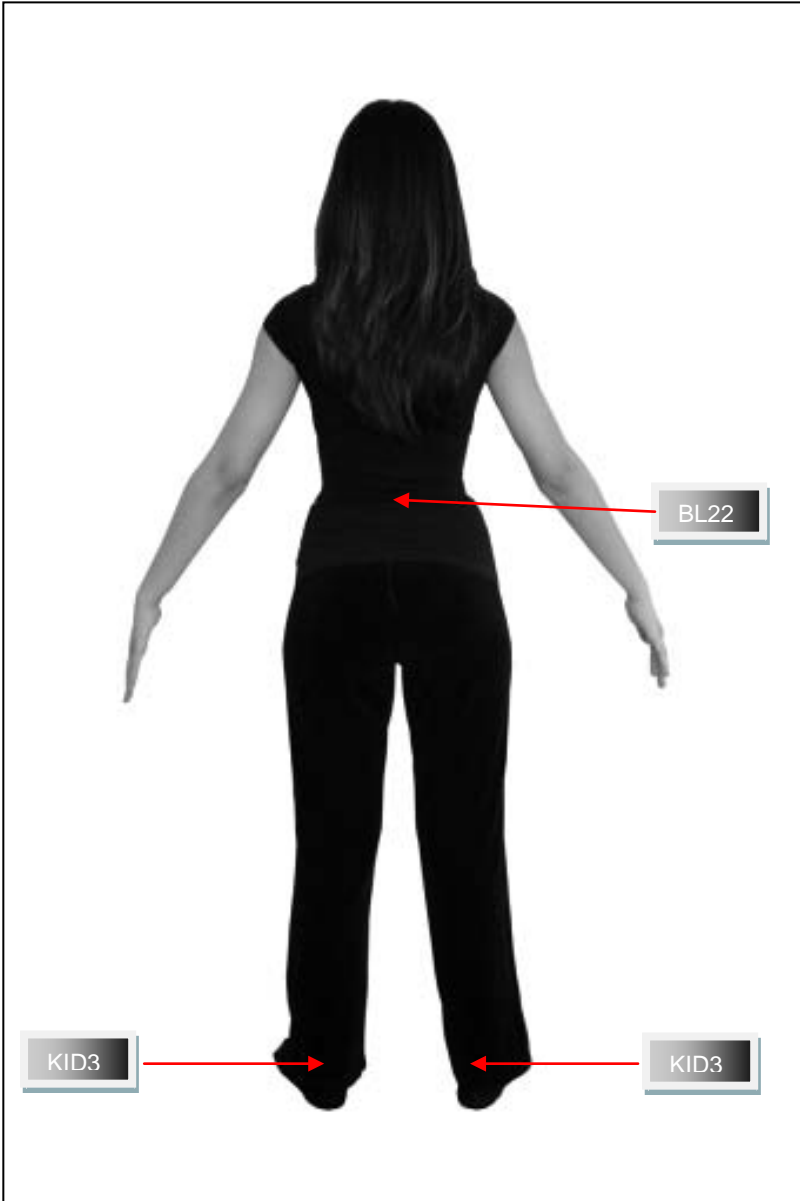


Photo courtesy of www.andrewsansom.com

Ring of Fire Acupuncture Points Back



Other Techniques

- Learn to delegate tasks. You don't have to do everything yourself.

- When you start to think about setting goals, remember:
 - Be in a balanced state
 - Listen to your body, not your ego
 - Know yourself; know your strengths
 - Think about your ultimate mission
 - Send positive messages to your mind

- Meditation, yoga, and gentle martial arts like Tai chi help to relax our body's systems and reduce the impact of stress.

Summary

Our alignment is directly linked to our energy and effectiveness as leaders, and leaders need to feel energetic.

The three keys of alignment: physiological, psychological, and anatomical, must be balanced in order to achieve your optimum performance.

Kinesiology finds the imbalances in your body through the use of muscle tests. These tests determine what your body needs first, a physical correction, a biochemical correction, or an emotional/electromagnetic correction. The process of which area to focus on aligning first is called priority correction.

About Ravi Arora



Ravi Arora is the creator of Leadiology– The Science of Leadership. A powerful presenter who knows how to combine style with substance, Ravi will leave you challenged, inspired, and motivated. His stories will make you think about the obvious while giving you an alternative view of leadership. His presentations are sharp and energetic and produce positive lasting change.

Ravi Arora’s background includes senior positions at Sony and TDK with responsibilities for strategy and project management. A Business Studies Graduate, MBA and professional Kinesiologist, he is well positioned to speak on Leadiology, The Science of Leadership.

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