

# Pause Breathe

This is Mike J. in LISTEN! Lite, and we are nearing the point of no return. Got a couple of sessions left. We're getting into the skills pretty deep.

We've got pace change in our next session and a summary session in the work that we're going to do after that, and then we'll wrap up LISTEN! Lite, which has been a marvelous, incredibly marvelous journey. I've got this quote here. The masses have never thirsted after truth.

This is so hard for me to understand. Whoever can supply them with illusions is easily their master. Whoever attempts to destroy their illusions is always their victim.

An individual in the crowd is a grain of sand amid other grains of sand, which the wind stirs up at will. Amazing quote. I don't know who Gustav was, but I love that quote.

There's your pre-test, folks, which those of you who have ventured into the preview area have seen, and this is all going to come in handy soon. What I want to talk to you about and put on the record is behind the scenes, as I told you last time, what I'm doing is working with AI rather extensively on trying to train it on patterns that it has not seen before. That's very odd, because the AI has access to the millenniums of data.

But we have, as the quote up front might have said, that people are not thirsty for usually new stuff that doesn't fit the picture of their conditioning. And so consequently, what I've been able to do is discover in my conversations with AI, and they are conversations, although there is an interactive component. You know, conversations are things that you have between people, groups, communities, things like that where you do not have a preordained agenda, and you do not know where things are going to end up versus the interaction, which has an element of not only design, but the agenda piece that you want to get to some, quote, unquote, stake in the ground that you may have or may not have set up, but is still there.

And I am making some progress with GPT 4.0 and GPT 4.5, which has been released in February, but not available except to the people who have lots of money, is a placeholder, which I'm going to wait on, GPT 5, which will probably be forced earlier than what we had thought, later than what they said, but earlier than what we thought. Probably we'll see that in the next 60 days. And at that point in time, then I plan to jump into the professional model where they will allow you to have everything that's there, although it's pricey.

And the reason I'm going to do that is I'm going to strike out in a direction that I have been trying to understand for, I don't know, since I coined the term back in 88, Generati, because I believe the time has come to where I can get the kick that we need in order to get enough attention that we begin to get some organic growth in the system. In other words, be able to attract new people who are interested in how they're dealing with the regression that we're all going through in terms of Maslow's hierarchy, I think, is probably a good way to put it. I just watched a piece this morning that indicates that the probabilities of a very nasty recession at all and more are in the works, which always is good because crisis breeds new ideas and stuff like that.

So I don't know where I was writing it, but my sense is that the Trump administration is going to figure out a way how to distribute some money to everyone so they can, number one, increase the money supply, which the Fed has contracted too far, as always, and sort of avoid, stimulate the economy in a way that probably is going to be something like a doge dividend or something like that, disguised. And it'll probably be somewhat legislative, which is similar to what happened with IFA, the Inflation Reduction, or IRA, Inflation Reduction Act. Interesting abbreviation there.

And we're going to get some pretty good hits all around as they spend money to try to save money, which is, of course, counterintuitive. But what I'm going to do is, is I have been working on this thing for more than I care to count, but in the last five to 10 years, I have known that AI is coming and that I have been building Generati in the system of dynamic inquiry for AI. Well, it dawned on me while I was getting up to speed on all the latest AI jazz over the weekend, that what is happening is an opening for us to come in and begin to teach not only helpers, but AI, how to use dynamic inquiry to do no harm.

In other words, Generati is, in the first principle, do no harm, as we have discussed in dynamic inquiry system skills. But the idea is you cannot do harm in the way that people are suggesting that AI may do harm if you're using the first principle of inquiry. That's something I discovered a long time ago when I was trying to figure out how not to do harm back in the 80s when I was building my own business.

And so what I can do is I'm going to engage AI and we together are going to set up the, not only I would say first and secondary principles of using inquiry to do no harm, but also to teach AI because you all have to understand, all of the AI robots that are coming out are going to use AI on us. And the way AI is being used right now, it's an answer system. It's not a system of inquiry, which an answer system then seeks answers versus listening.

And of course, that's something that we've tried to get across in the program. And the idea is if you listen, then you know what to respond with versus being prompted and transacting. So I want to thank Bill openly here for his little dish of transition, which I have added to transaction transition and transformation.

And I'm now calling that teachable point of view, the three T's. So thanks Bill for that. Transition is like water to the fish for me because as we look at an oblique development, one of the things that you see consistently is it's only a transition.

So that was a really nice piece that you shared with us as inquiry, which proves my point that inquiry is going to go a long way. So what I'm hoping to do is I'm hoping to create something that becomes buzz around what can AI do for us? How do we need to work with it? How do we need to teach our AI? And I've already looked at building and training a generati AI so that you can cue it to inquire into the AI. Using all of the teachable points of view that you'll begin to see that I've created in a way of helping us transact, transition and transform.

I think that's a heck of an angle. And it's a lot of work to do, but I've already done so much of it. For the past five years, what I've been doing is building all of our systems so that AI could come along and be the expert.

In other words, if I try to teach someone what I know and have created over the 50 years that I've been doing this stuff, I will not find very many ready, willing, able and fit people to pick it all up. It's more like a person becoming a devotee, so to speak. And, but you gotta remember, AI can.

It's a whole lot more able to catalog and categorize and differentiate and contrast all these different points of view while on the fly where it takes someone who's got 10, 20, 30, 40 years to be able to codify what it is we're trying to do in the whole as generati and then begin to utilize that in the moment. Well, AI can be taught to do that as anybody who's looking at AI can testify to. So that's, I wanted to share that with you because I wanna hear myself say it to make sure what I'm saying, I understand it and can unpack it.

Because once I finished the mini book that I got into, that I told you about last time with the scripts and I decided, well, that's a good idea. We'll just create a mini book and I'll see how capable the AI half can work. And it's doing a lot better than it did because it now has access to more memory, GPT 4.5. And by the way, Gemini, Claude, all these other ones have the same feature.

That's why they push it up so fast in GPT. All the AIs are just in a race. I mean, it's whether you buy a Ford or a Chevy or Mercedes or whatever you wanna drive around in.

So the thing that we're gonna do is we're gonna create an operating system for those robots that can switch into developmental mode when they begin to see that we have openings which would allow us to solve problems differently by adding different kinds of transactions, transitions and transformations. So I really, just think about a developmental AI. And right now AI doesn't do that because it doesn't inquire.

In other words, you prompt AI and what you're gonna get is a, now what you get, you didn't get this before, now what you get is a plan. They say, okay, I'm gonna do this, this, this, this, this. And the reason I'm doing it is this, this and this.

And they get a good plan and then they go to work. They don't ask you any questions. And in other words, if you don't ask people questions, you gotta look at this thing from a monetary perspective as in my team.

For instance, if I can save AI time and we all know that time is money by giving the kind of answer, advice, response directly related to where the person is meeting people where they are, I can save the company, the AI and myself those resources. Because essentially it's just gonna come down to how much you will pay for resources because that's what AI does. AI uses energy and information, as we all know are at the fundamental root of all things.

So I believe I've got an angle here and I believe I've been testing out some taglines and things like that, just to kind of tweak my mind into the space to make sure that when we begin to roll this out, which will be this fall, actually it's probably gonna be, yeah, it'll be this fall. It'll be early fall, it'll be Labor Day, that's my plan. We start rolling it out and probably start to buy some ads and things like that to where we have stuff going out all over the place along with the book.

I think there's some angles there that are gonna work. So I was excited about sharing that with you and that makes us immediately relevant, which is my intention all along. I mean, relevance and significance are the things that drive my team in most cases.

IMO, those kind of things. So I was excited about that. So we'll move into the content portion, which is a good segue in terms of pause and breathe.

Sort of recenter on this. What you see there is, now I've mentioned this before, you'll see the script that I'm continuously, tweaking because language is so incredibly important in the disc and of course in Generati in and of itself. The idea of leading generative lives is sort of like a pun now because of generative AI.

But this pause and breathe thing is so incredibly important, but it also integrates the idea a lot of the things that one would not expect to necessarily see in a scientific system, which this is as well as an artistic system. So pause and breathe becomes very important. I'm not gonna read the script because I'm gonna do that.

If you wanna hear me read the script and do that as a literal presentation, I'm going to make a video for that as well. So the idea being is you can watch a video that was created based on the script. You can watch me read the script with the different emphasis in the Philippines, you know Tagalog, everybody thinks it's Tagalog, I did, because emphasis is on the first syllable in our English.

In Taglish and in Tagalog, the Philippine culture uses emphasis on the second syllable and therefore you get different sounding things. So you're gonna hear my emphasis and you're gonna hear it done in my voice and you're gonna hear it, it will sound different than what the video is. And of course, then you can listen to the figurative version of the video, which is me meandering through the thing, talking to you about things that are unscripted, just letting you hear things that come out of the relationship that I have with all of this stuff.

And I think for some people, that may put them to sleep as it does the literal with others. At the same time, it does allow me to free range and to pull in topics that ordinarily, I might not get into the script. As you can see, as I've been working on the teachable point of view list that we came in with, and then what we're going to be leaving with, which are mostly those things that I may have mentioned, but not gone in to fully explain, which I will then have to do to teach the AI, what is it that we're listening for? And what is it that we're hearing that would shift the inquiry in a direction or out of a place or into a place through the openings that present themselves.

And that's the key because don't you want a thought partner that can see your blind spots, that can understand you well enough that it knows that you're working really hard on trying to get rid of um in your presentations, choosing instead to place either silence or a pause. Again, great way to have AI there for us. So if I'm going to buy a robot, I want to teach the robot to be developmental and to continue to help me become a better person, both in the context of my own self and my own selflessness.

So that's going to be the end. And of course, all of you know that the big triad, one of the legs of the milking stool of AI is empathy. And so it's sort of disarming in a way for those of

us who are not naturally empathetic to be able to have this empathetic, quote unquote, soul partnering with us.

But it's also probably a good thing as well as we face the dystopia that's going to be created as a result. There's a lot of people that will lose their jobs. If you saw consumer sentiment yesterday, it's the lowest point since I was born, 1952.

Lowest point since I was born, consumer sentiment. People are now afraid of losing their jobs and they should be. We've been talking about this for 10 years, you know? So it's very interesting as us old ones fade away to see what we're leaving behind for the younger generation.

So let's take a deep breath and begin. So I'm going to go ahead and scroll past this. You can see that as usual, we provided breaks.

It's interesting that we're at pause and breathe. And we stayed with the who, what, when, where, why concept all the way through and how. And I think that for the time being for this iteration has worked to keep things on track and to keep things moving in a direction that are continually causing the system to distill itself rather than expand, which is my modus operandi.

Here's the closing suggestions for practice. Remember, pause gently. The empathetic nature of the AI always kills me because all these words are in here that I don't use.

I hear them, but they're not part of my lexicon. At the same time, I'm allowing them to be here because just because I'm not doesn't mean other people aren't and maybe just me associating with this type of language will help me assimilate additional empathy or at least shift the language so that people think that I might have a tendency towards empathy. Pause gently, breathe consciously.

I'm going to go into, I promised you though, the sideline that I've been working on, not only with Generati, but this whole idea that I've come up with in terms of helping people understand who we are more practically, I think, than the people who would need 50 years of devotion in different types of practice to be able to realize that. So I'm going, as you might expect, for the quick route, which I think most people will handle better than being a devotee for their lives. But breathe consciously, model attention.

Not a bad thing. People you help are often caught in systems of pressure, speed and confusion. Just the ability to pause and breathe can invite something more human, more real, more grounded.

And I'm thinking that if we set our AIs, our robots, our thought partners, the people we can talk to, and this is going to be especially important for older people who the world has, quote unquote, passed by to a certain extent. Their friends are dying or dead. They don't have the regular calls.

I remember sitting there listening to my grandfather in his late 70s and early 80s, call up one of his nephews and talk for about 30 minutes every day. And realize later on in life how vital

that was to him to maintain that contact every day to where he would sit down and take his break because he'd worked until he died, probably in the jeans. And have that conversation.

You know, this is the kind of thing that we're going to be able to do. You know, I did this thing on Rent-A-Friend. I probably could find that if I looked, but that was a way long time ago, like in 1999, probably.

I built a system called Rent-A-Friend because I saw so many people around me going into this modality that they were losing people. They were losing touch with who they worked with. They were retiring.

They were no longer quote unquote relevant or significant. And they, along with that process, because of the identification, they were losing their friends and people to talk to and things like that. Well, that's one of the things that they're not talking about with the robot revolution, but that's going to happen.

So what we're going to do is we're going to try to be there to offer a program for their AI that they could install, more or less. I'm pretty sure that the AI robots are going to be pretty open in terms of being able to install like a painting program, you know, a financial program where it's focused specifically rather than broadly on things. And we'll be there with our developmental generati program where people can have conversations and the AI can respond with inquiry rather than answers.

So from answers to inquiry. Today, practice noticing. I had a brief deja vu flash of holding your breath and attention practice, pausing before you respond with a cue.

Practice allowing the moment to open before rushing in to fill it. I'm enjoying mostly the collaboration I have with AI. I found myself having to go back in and change its language, explain to it while it did that.

I actually am doing that and people will be able to see that because I'm going to put it online so they can walk with me through what I started using AI for, which was a rather rudimentary thing. Say, take this summary that I've written and turn it into a speakable script. Okay, essentially doing that.

And then noticing that when the AI did the script, it did interpretive work rather than using the things that I needed it to do. And I had to go back and chastise it and explain to it that I don't want interpretation, that what I want it to do because it doesn't have the right patterns in its database or in its training algorithms to follow exactly what we're doing. And of course, that time it was starting to pick up a little bit more memory.

So I just said, well, can you review what we've talked about so far? And then it updates its memory and goes back. Now, it's even going to have a better thing because it'll be able to go cross chat rather than in chat. With GPT-5, everything's going to change because it will then start to remember you.

It'll be personalized. And this is the hook, by the way. The hook for chat GPT or all AI is to have it as an indispensable part of your day to where you count on this thing because it knows you.

It's like having someone that you actually talk to. I was going to say spouse, but I don't think we don't always talk to our spouses in ways that they can help us. So this, I think, will be good.

And then let's look at the application as we go to the next part of our call.

What I did was I just dropped in an edited transcript of an actual session. Let's just walk through that right quick. There's the greeting.

How are you? I'm pretty good. The response. Thanks for participating in the demo today.

Is there something that you would like help with? And then the person begins to talk about why they came. They were all primed and asked to come with something they do want to help with. I thought this was interesting because what it does reveal.

Is where the person is, if you step back from trying to answer the questions, provide a quick fix or give advice. So this is a good example of what I've just said about what we intend to do with Generati. And that is just to hang in there with inquiry and let the person work.

One of the things that's so difficult for me to describe is when you're helping. And you're not necessarily maybe at the customer service window at Walmart or online with Verizon chat bot or something like that. But the idea being is that you're trying to assess PCC, which is potential capacity and capability as it applies to how the person.

Understands themselves in relationship to the culture conditions and requirements that they're trying to match up to. And therefore, if they're not matching up to it, creates a gap or problem challenge opportunity, depending on how you want to look at that. And what we're trying to assess is how what's the density and frequency of their problem solving system? How complex is it and what can they do with it? Which means if they can do a lot with it, then we just get them to do a lot with it.

If they don't have a good problem solving approach, which is a one off, or they haven't developed a problem solving system, which is a system that tends to run its gamut until it becomes marginal and has to transform. Then that guides the inquiry. And see, this is what we can teach AI.

We have a hard time teaching people with this because the concept is complex. Because what you're listening for is, are all the components of right action there? Is IML emerging? Are they just in the wind? Can they prioritize? These are all important leadership activities that we need to do. So what I did was is just let this person work and tried to give them minimal cues to try to understand what what is the quality and quantity? And I call I refer to that as density and frequency.

It's like I watch this guy from Romania who lives in the UK who talks about Ukraine. And of course, I watch this other guy who's on the military summary channel so I can watch what's kind of happening on the ground, which is intrigues me at times. And you you see the maps all the time.

And if you look at Moscow, it's a lot like Washington, D.C. And it's belted. You know, Moscow probably has some bigger belts because it's been there longer. But there are there's a lot of different ways to get to the center of Moscow.

We call that density. And then depending on how many of those ways you use. Often enough that you get settled into a pattern that's frequency.

And so what we're we're looking for, besides energy and information. Is we're looking for the for that density and frequency of the problem solving approach and doesn't match the culture conditions and requirements, which is CCR, which is a subset. So you can see what I'm listening for here is, you know, where is the person? Where are they? Well, how many doors do I have to get to open to where they are? I did throw in this kind of confusing little thing, which I had misremembered, which I do from time to time.

I think everybody does from time to time. I don't attribute that to my old age. I attribute that to having to hold so many variables in flux at the same time.

We got through that little part. I thought if the person is looking for self-fulfillment and it's right under their nose because they don't understand their own purpose because they have not looked at their strengths, the ways they manage conflicts, the way they learn, the preferences they have, all those types of things that we set up in an assessment portfolio that this person had. Then the person problem-solving system is probably full of blind spots.

And then we get down there and I redirect the session into what's important, okay, because we got off track there. And it was my fault. And you can see the value or unvalue of a person beginning to guide too quickly or to inquire about things that may or may not take us on or off track.

And that's really important there. That's why I put that here. So we come back and say what's important.

The person identifies that and also identifies with their struggle. Do you know the roots of that thought or feeling complex? And I think the person sort of misunderstood that, but that was really sort of a ping to see if they could step back and look back into what it is I want, what it is I'm doing, what my purpose says about it, and if it leaves a gap or it leaves areas for me to develop to get to that state, can I identify them? That sort of thing like that. That's why AI is going to be great.

That's why years ago when people said, well, you know, your method is way too complex for normal people to learn. And I said, yes, it is, but at the same time, AI will be there. And it's here.

So this is very exciting to see intuition be profoundly predictive of, you know, of what's showing up. And then the person says something, and then I did not want to get into that because we're nearing time's end because there's a tipping point where you have to begin to move in and then move out. Are you afraid of something? I thought that was an interesting answer.



Yes, I'm actually am afraid. The last question or the last meaningful question there is have you seen other people who have failed at what you think that you want to do? In other words, one way to get a person to take a perspective is to look at those who are doing the same thing and see how they went off track. That also gives us an idea of PCC, where the person is in their process.

So you meet people where they are, and, of course, each context, they're in a different place because we can be multimodal in terms of context, being here, there, there. The closer we get to a purpose or that combination of talent and strength that we don't have to think much about or consider, the person will get their performances will go up in terms of complexity. So we have to be aware of that.

Then the person kind of reveals what self-fulfillment means. I thought that was extremely interesting, but I don't want to get into that because we're getting ready to close the session. So actually what self-fulfillment means tends to lean in the direction of financial independence.

And that, I thought, was a very interesting process. And you'll notice that I didn't say anything between that and I got more story, which tells you that this person is likely going to have to think things out, think things through, not know what they say until they hear themselves say it, i.e. extroversion. So you allow them to continue to do that.

Well, how do you know that? Well, there are clues that you can get. One of them is don't say nothing, see if the person keeps going. And then rather than get too cute, just the so.

Okay, so based on everything that you've told me so far, so. And then the person, it's very interesting to see where the person goes, by the way. Basically, I reached out to the person and just told them that they could come back.

But I knew they wouldn't because the people are just talking about action, but not actually taking action, which then shows you where they are in the process. So interesting. Interesting little session after we poured in all these skills that you can begin to see now what what you can actually do in five minutes.

You know, and that's fairly typical time that you have with people in that moment, in that coaching or helping moment that shows up. And then you talk about other things and stuff like that. So this is a capture of that moment.

It's amazing when we when people went through the coaching programs back when I started them in 1999. I ran them for about not quite a decade. Before I had learned enough and people today still write me back and say that was the best experience of my life.

Going through that process of creating those action sessions, those after action reviews and going through them. Nobody does that. And that was one of our innovations that in coaching, we were the 18th school by the time I got around in 1999 to writing the book.

And now there are, I don't know, thousands. But that shows you what happens in 20, 25 years. But we're still the only ones who do this process.

So it's extremely important, obviously. And that's what's taught me to codify all the teachable points of view is what is it you're doing while you're doing what you're doing? Not perfect, but just in relationship. And of course, that's one of the key facets of Generati.

I put this quote from David Chapman on meaning, meaningfulness. I followed him for, I don't know, maybe four or five years. He's on Substack now.

And tends to spend more time with other practices rather than just the work that attracted me. But I wanted to get this quote. An ideology, a system of concepts.

Interesting that he explains what he's talking about there. I find that interesting. Makes sense of meaning.

But it seems concepts are deceptive. They obscure the truth of meaning. I'm still working on that.

I'm still working on what the heck that means. Maybe you could make better sense without them. In other words, without ideologies.

Maybe you could perceive reality directly instead. And that, I understand what he's talking about there. But what it begins to show me is that most of the theories, including all the stuff in AI and everything else, fails to recognize that individuals are similar, but extraordinarily diverse.

And that seems funny coming from people who launched DEI and all that sort of stuff. But they don't get it yet. In other words, some people are experiential learners and therefore perceiving reality directly would be a way for them to learn from that experience.

Versus those of us that work with concepts, which are an entirely different way to learn. Make sense out of that experience. Which is not necessary for us to have directly.

Very interesting. Maybe you can bypass concepts and gain ultimate insight by trusting your feelings. Again, the person here reveals their typology and the way in which they go about solving problems.

I really like this little piece because it's so instructive. We could spend an hour on it. But I thought I would just include that little quote there.

Since we are in a place where we're actually now beginning to do something with putting the whole network of skills together with our final skill coming up in the next session. I didn't do a direct reference. There's your post test right there.

It's short and sweet. There's your answer keys. And if you want to make a comment, if you're listening to this in 2035 and you want to make a comment, we'll still be here.

Okay. That's it for today. Thank you all for coming.

If you have any questions, if things come up between now and next session, be sure to drop those in the chat box now or when we open up the session for next time. We love your

questions and comments. I get so much from your feedback and it is helping me build the system of my lifetime, which I appreciate very much.

So thank you all for attending and thanks for coming.

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