

A man in a teal shirt and dark shorts is running away from the viewer on a path through a vibrant, surreal landscape. The scene is filled with lush, colorful foliage in shades of orange, yellow, and green. In the background, a large, bright orange sun or moon hangs in a blue sky, surrounded by floating particles. The overall atmosphere is dreamlike and energetic.

# How To Get More Out of Yourself

**A GUIDE TO GREATER CLARITY, CREATIVITY,  
PERFORMANCE AND WELLBEING.**

**BY KAMIL RAVIN**

# A Little Bit About Me

*After I graduated from a Russell Group University, I found myself unemployed and broke, facing rejection after rejection from every application and interview I had. At first, I was applying for graduate schemes and after some time lowered my standards and applied for pretty much anything.*

Eventually I landed a legal job and stayed there for a while. It was decent money and I intended to pursue the legal career path.



Throughout this process I began a journey of self-discovery. The job I had was soul destroying. I was sat at a desk doing work which did not fulfil me and had no meaning. I spent 3 hours of my day commuting to work – when I got in, I would stare at the screen and think to myself why am I doing this? Surely there is more to life than this? I dreaded going into work every day.

I could not continue this way of living and I knew a change had to be made. Personal development was becoming a huge part of my life and I started to question the path I was on. I questioned whether it aligned with who I am and how I wanted to be of service in the world. I realised it didn't. I realised that I wanted to make a meaningful difference, I wanted to live a lifestyle with more freedom, I wanted to fulfil the potential that I knew lived within me.

***Back to the drawing board I went.*** I started to experiment. I began developing an app, looked into trading, real estate, reiki and a few other things. My entrepreneurial spirit was kicking in.

Then, one day, I came across coaching. The deep transformational nature of the work drew me in. This is when I had a lightbulb moment and felt a calling to follow the path of becoming a coach. I had no idea how I would do it or where it would lead but I trusted the feeling in my gut.

As I reflect back on the past, I see how far I have come. Who I was being back then, compared to who I am being now, has completely shifted.



A few years ago, I may have appeared fun-loving, confident and well. But on a deeper level there was trauma, insecurity and ways of thinking that limited my potential. I felt lost and confused, I was still grieving my father from losing him at the age of 13. I didn't show up in my romantic relationships powerfully, I didn't feel enough, I struggled with overthinking, confidence and self-love. I never even thought I would start a business.

Now, I am stepping into my power. I am more at peace than I have ever been. I see who I really am rather than who I think I am. I come from love and my growth continues to elevate every single day.

I serve clients across the globe, invest heavily into my own growth and being a coach is now a way of life. It is a commitment to mastering the art of coaching. It is a commitment to mastering the art of living.



# Introduction

**Before** you read this e-book, I want you to understand that there is a ***difference between information and transformation***. It can be tempting to get excited over having insights then never actually applying them. Work on integrating what you learn here into your way of ***being***.

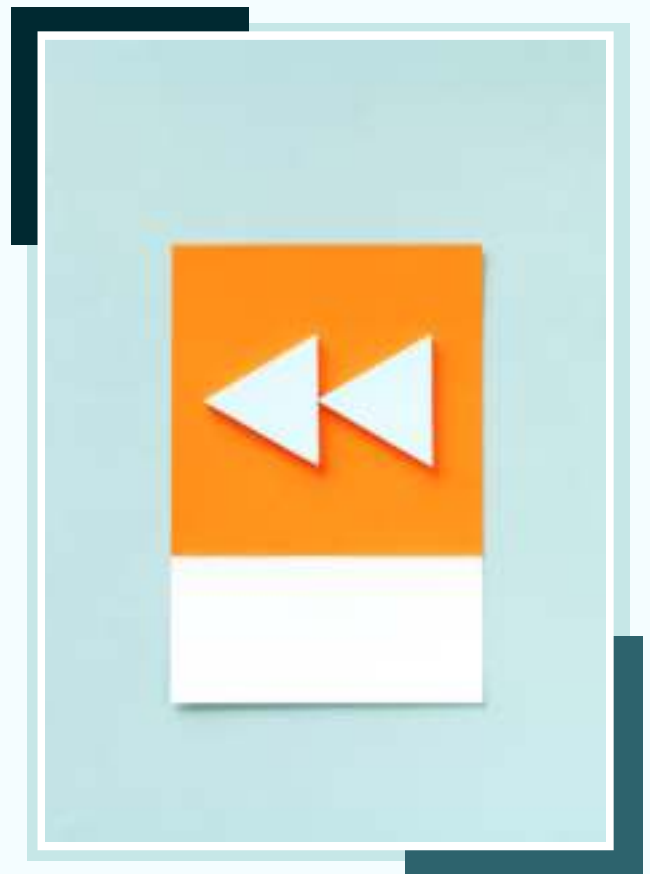


By way of being, I mean the place you are coming from in yourself on a deep level, as opposed to what you are doing. Being is not something to try to intellectualise or understand through words, however I will try to express it as best I can. Being is your essence, untouched and effortless. The doing is the actions/tasks/strategies. They can be useful, but the ***being is how you are doing what you do***. I will use this e-book as an example. If I wanted to be patient, that won't be possible by doing it. Patience is not something you do; it is a way of being. Writing this e-book from a place of patience will result in a completely different experience and outcome compared to impatience. This is just one insight into how powerful a shift in being really is.

Most of what I will talk about here comes from ***the inside out understanding***. The understanding that how we experience the world, comes from the inside out and is created by thought. I will elaborate more on this later.

The whole concept of coaching is that ***we are born whole and complete*** as we are, there is nothing to be fixed and there is nothing broken, it is just pointing to what is already there, bringing out more of who you really are. Similar to how elite athletes have coaches to bring out their best, the same applies in life and business.

Let's rewind back to when we were babies. New in the world and learning to walk, talk, play and communicate. When we were learning to walk, we were not actually capable at first. Our bodies were still developing and we were not ready, but we started anyway. We would have fallen over, stumbled and wobbled thousands of times, but we carried on trying to walk. We had never walked before, but we were still trying to do something we had never done.



Do you think when a baby learns to walk it thinks to itself, "Can I do this? Is this possible? Am I good enough? These adults walk so much better than me I can't compare to them. I need to perfect this walking thing before I start." A baby will definitely not be thinking these thoughts, it just follows what it is drawn to and allows its natural wisdom to guide it. If a baby did think in this way, we would probably still be struggling to walk to this day.

This is the point; a baby doesn't need confidence to do what it wants. We are born with what we need, the only difference now is the thinking that gets in the way. Over time as we grow, we start to fall into stories and ways of thinking that suppress our innate wholeness, we identify and create meaning into thought created fiction, which takes us away from our natural wisdom.

***The only difference between where we are now and where we want to be, is the thinking that gets in the way.*** I have seen this in myself and every single person I have coached.

The reason I have shared this with you is to set context for what I am about to dive into. The fundamental understanding is that we are born with everything we need. We are born with everything we need to change, to grow, to create what we want and whatever we experience in the world comes from the inside out. ***Our feelings are created by our thoughts.***

After each section, there will be a question for you to reflect on. I will encourage you to take time to write down your answers, it will really help the integration process.

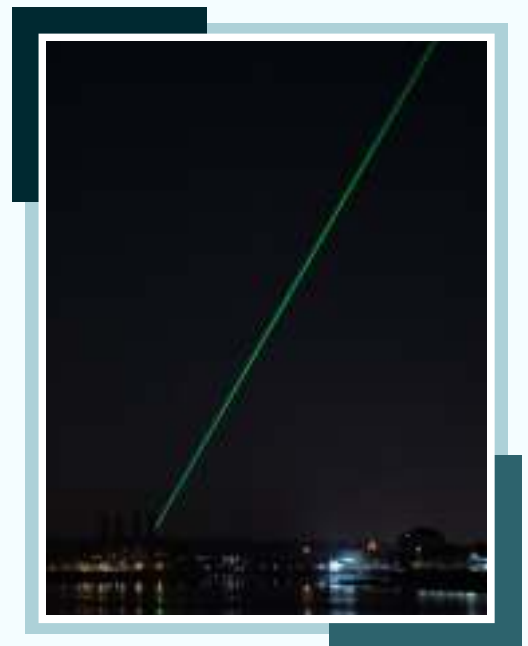
## Question 1

What thinking or stories may be holding you back in a certain area of your life right now?

## Performance Tips

- **Work like a laser, not like a lamp.** A laser has a sharp focus, a lamp has a spread-out dull focus. Focusing on a single task for a short block of time will be more productive than having a dull focus on several tasks throughout the whole day.

Switch on, then switch off the focus. As an example, 4 one-hour blocks spread throughout the day can be more productive than 10 hours unfocused. That laser focused time is when you 'shut the door' to everything and just zone in.

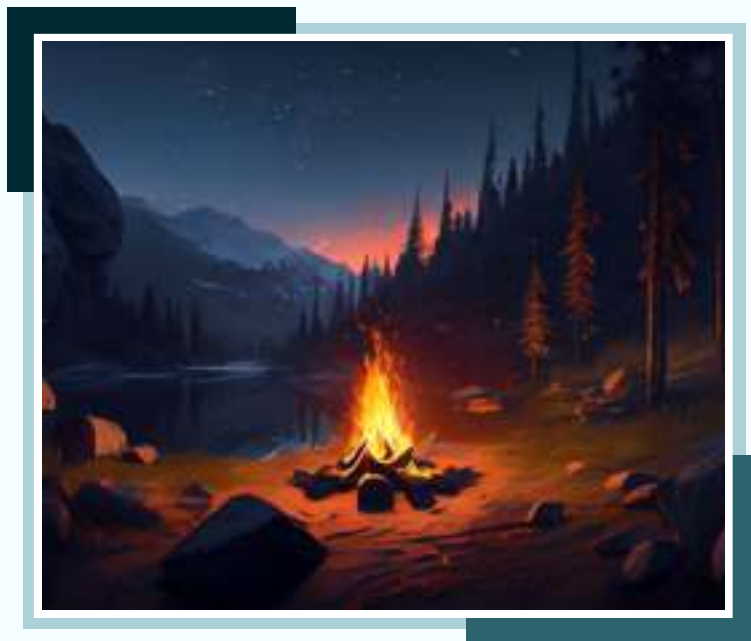


- **Make it blue collar.** Blue collar workers such as truck drivers show up for work every day without fail, they complete every shift no matter how they are feeling. Laziness, boredom and procrastination has no bearing on them showing up for work. It is mundane.

They know their thoughts and feelings have nothing to do with them showing up for work. The same goes for running a business, make it blue collar. See that it is still a 9 to 5, in the sense of being a job you show up for. Regardless of any passing thoughts and feelings, treat it as blue-collar work.

- **Fires don't light themselves.** If you went camping and decided to make a fire, you would enjoy it, cook some food, stay warm, then go to sleep. When you wake up in the morning the fire would have burned out... Would that surprise you? Nope. Fires have to be relit every single day. The same goes for the human spirit. It won't always be roaring. It takes fire to light a fire. You can choose how you light your own. Whether that's through music, exercise, meditation, dance, singing etc. As the saying goes, I'm not singing because I'm happy, I'm happy because I'm singing.

The main thing to take from this is the difference between a doer and a feeler. A feeler is someone who takes their feelings as a factor for what they do, a doer is someone who sees that doing comes first, then we feel. For example, when we don't feel like going to the gym then go anyway, at some point through the workout we feel good, the same goes for other forms of doing.



- **Mental masturbation.** That's right I said it. Masturbation is just a lot of stroking that doesn't lead to creation, pretty unproductive. We can do the same mentally. When we are caught up in thinking going back and forth between whether we should do something or not, there is a lot of thinking as opposed to doing.

Just being aware of the fact we are mentally masturbating on doing something can in and of itself lead to us putting our mental d\*ck down and just getting on with it. Our thinking minds can fool us into believing we need to put more thinking into a problem that was caused by the thinking in the first place, when really it is about dropping the thinking and just doing it.



➤ **Slowing down.** Engines overheat and tyres burnout. The hustle 24/7 mentality is a sure-fire way to doing nothing. Each and every day take time to slow down, whether that is going for a walk or putting your phone away in the evenings. **Taking a few days off every now and then is also essential,** no matter how much you don't want to. Believe me I understand. However, having that space does wonders for energy, clarity and creativity. When we are caught up in tunnel vision it is hard to see what lies outside the tunnel.



➤ **You don't need pressure to perform.**

There seems to be an idea that being under pressure acts as a great driving force. I remember when I used to revise last minute for exams in school the pressure is what helped me get everything done. The problem with this is, pressure only lasts so long before it breaks you.

**This is a long-term game;** pressure is child's play. We tend to feel pressure when we judge ourselves for not doing enough. This leads to overwhelm and a cycle of self-loathing. Pretty nasty cocktail there. When we see pressure for what it is, being thought created, we can allow the thinking to subside and come back to our natural state of clarity, and continue working with ease rather than pressure.





- **Motivation been a struggle?** I don't buy it. When was the last time you weren't motivated to brush your teeth in the morning so just didn't do it and went to work with smelly breath? When was the last time you weren't motivated to put your clothes on so walked outside naked? Motivation is not a requirement to carry out both of those tasks. It is just something you do.

The reason it isn't difficult is because the tasks are not being filled with thought. The more thinking that is being put into something, the more we feel demotivated. When it comes to work, as an example, if we treat it like brushing our teeth, where it isn't fed with thought, then **motivation does not determine whether it is done or not.**



- **Make it a game.** When I was young, I used to play video games a lot. There were levels that increased with difficulty; side missions, main missions, opponents and it was a very stimulating experience. The reason I enjoyed it so much was that it was a game which challenged me, but was fun at the same time. Even when we were kids, we used to make up games and have fun with it. We can bring this same spirit into our work. Make it a game and watch the way you show up change.

## Question 2

*Based on what you just read; how could you improve your productivity?*

## Understanding How the Mind Works



**What** if I told you that your true nature was endless peace, clarity and wellbeing? Would you believe me? It wouldn't matter, because it is a fundamental law like gravity, believing it or not believing it doesn't influence its existence.

It is our true nature, but **when we are not in that state it is due to a veil of thought covering it**. Our mind is always working to return to its natural state, but when we interfere with the process, by engaging and identifying with our thoughts, it delays it.

This analogy describes it well. I have a pond in my garden. If I went and stirred up the dirt at the bottom, the water would become murky. Once I left it, gravity would kick in. Gravity would pull the dirt back to the bottom and the water would clear. If I kept stirring the water it would never clear because I am not allowing gravity to do its thing.



The mind is the same, when we let go of the thoughts that come and go, we return to our natural state. To put it simply, **there is nothing to do**. Yet, doing nothing can sometimes be the hardest thing to do. I'll say that one more time - doing nothing can sometimes be the hardest thing to do. A classic example is when we find ourselves anxious or upset, then moments later forget why we were in the first place. Babies 'bounce back' to their natural state like this much easier than adults, because they haven't started to hold onto the thoughts that come and go.

The mind is like a projector. Whatever thoughts we have act like a projection onto a screen. In a way it is like the cinema. We may watch a movie that is scary, funny or sad. But it is still a movie and movies are not a reflection of the reality. Our thoughts are how we experience the world. This means that we don't actually experience the world, **we experience the projection of it**.



Take some time to reflect on that. If all we ever experience is a projection, then what does that mean about how seriously we should take our thinking? How much weight should we give it? How much should it influence what we do or what we create?

Thought is the creative energy we use to guide us through life. How we see things is how we create things. A great description of this is the ladder of consciousness. The lower ends of the ladder contain negative feelings such as fear, anger and anxiety. The higher ends of the ladder contain positive feelings such as love, joy and spirit. The only difference between the two ends is the thinking that is happening in that given moment, and the effect of that changes everything. The higher up the ladder we are, the more we can see, the more becomes possible, the more we can create

The reason this is important is that when we find ourselves at the lower end of the ladder, we know that there is a better view at the top, so our current reality is not to be taken as seriously.

I have been talking about thought a lot and there is a reason for that. Our thinking is the only thing between where we are now and where we want to be. Our thinking influences who we are being, who we are being influences what we do **and how we do what we do**, which in turn influences what we create in the world

Thought by nature is fleeting and meaningless. Every thought is the same. A thought about concrete or grapes is the same as a thought about your business or relationships. The only reason our experience changes moment to moment is due to the meaning, analysis and importance we attach to those thoughts.



This doesn't mean we should never be in a low mood; it is part of being human to experience the full spectrum, all the colours of the rainbow, but just like how we don't judge the colours red or blue for being red or blue, the same goes for what we are feeling. We don't need to judge or put meaning on what we feel. **Putting meaning on a feeling makes it linger for longer.**

When we see our thinking for what it is, things become a lot more liberating and we spend more of our time in a state of peace and clarity. When we come from a clear mind, everything is possible.

## Question 3

*What thought is troubling you the most currently and how would things change if it was dropped?*

## How to Be More Creative



***First of all,*** let us explore what creativity is. Creativity is fresh thinking, it is fresh thought, it comes through us in those lightbulb moments, another word for it could be wisdom.

There is a saying, ***“Everything comes from Nothing.”*** What this means is, the space of nothingness is where everything comes to form. So, the more we allow ourselves to be in that space, the more things come to form. Before the universe was formed, there was nothing, then there was everything. Before the plants and the trees grew, there was nothing, then they came to form. Before you were born you were nothing, then you came to form. Before you have a thought, there is a space of nothingness, then a thought comes to form. You get the picture. In order to do this, we have to create something from nothing, which means being willing to be in and explore the unknown.

Thomas Edison used to spend every day going fishing, but when he went, he didn't take any bait with him. He didn't take any bait because the fish didn't bother him and neither did the people. That was his only time to **do nothing**, to be with his thoughts, to reflect, and in that time is when he had some of his best insights, like using a bamboo filament for the lightbulb. So, ask yourself, how much space do you give yourself to be in nothingness?



An empty future. When we come from an empty future, which means seeing the future as vast, unknown, spaciousness, which it always is anyway, something happens. We stop applying the past to it, we stop applying intellect (current knowledge, stories, thoughts) and **essentially drop the need to figure everything out**. An empty future is freedom, an empty future leaves space for pure creation and possibility and does not become limited. When we **trust in ourselves** to explore an empty future, when we trust that we have what we need for what is at hand, when we drop the need to apply our intellect, guess what happens? Wisdom comes through, a real time responsive intelligence, creativity, comes through for what is in front of you.

It is similar to exploring an unknown map, most of it is blacked out apart from what is right in front of you, you cannot see what is ahead and you don't need to, because as you explore it step by step you are able to deal with what comes up. The same goes for life in general. We are at our most creative when we stop trying to apply what we know and explore the unknown instead.

An example of this in practice is when I work with my clients in a coaching session. I do have current knowledge and stories to draw upon, but if I rely on that solely, it limits the scope of our exploration. Instead, I come in empty and we explore the unknown together. When we do this, ideas and wisdom come through in the moment which leads to some of the most insightful and profound breakthroughs, which wouldn't have happened if I had relied on intellect. It comes down to trusting ourselves in exploring the unknown.



Have you noticed how when you struggle to remember something, it comes to you later on when you aren't thinking about it? This can be used to channel creativity. Next time you want a problem solved or some inspiration, ask yourself what it is you want to solve, then forget about it. Let the system take over the rest. It is a bit like having a pipe that is connected to a larger source, the pipe gets clogged up when we fill it with too much of our own thinking and the fresh flow from the source gets blocked. When we stop filling the pipe, the flow comes through more easily and this is where we have new insights.

We are only ever one thought away from a completely different experience. We are only ever one thought away from a completely different life. We are only ever one thought away...

## Question 4

*If you were exploring an empty future, what becomes possible for you?*

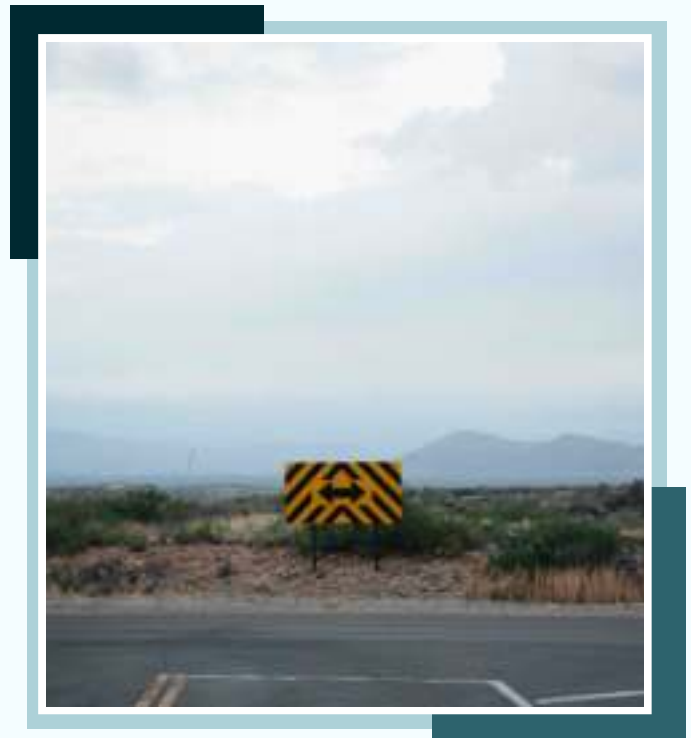
## The Stories We Tell Ourselves

**Who** we think we are is the stories and thought constructs we have created about ourselves. It is what we identify with, it is our personalities, our habits, our selfimage. The stories we create are infinite, it can range from a story about what our age means or our ability to do something like find love or change career; another story could be what it means if you get rejected from a job or whether you think you are good enough or have the ability to start a business.



We often aren't aware of certain stories we may be telling ourselves, but they significantly influence who we are being and what we create. *Here is an example.*

Let's say I am at a certain point in my business and I want to scale to twice the size or perhaps try a different venture, some thinking comes up that it will take too much time, or I feel a lack of security and might lose it all, or I won't be able to handle that much growth, or I am not suited for the new venture. Before anything has even happened, I have created a few stories about the steps ahead, as a result the lens I am seeing everything through will shift. From this perspective, I may give up, I may look for failure, I may procrastinate or be anxious through the process.



Let's reframe that. What if the story was instead, this new venture will be an exciting change and I already have everything I need to start it, or scaling to twice the size will allow me to hire a team and take the hands off the wheel a bit. Do you now see how the lens has shifted? From this place, I will likely enjoy the process more and with greater ease.

Reframes can be useful, but they are all just stories, we can decide what is true and those stories can be dropped at any point.

All of that came down to a story I was buying into. ***The more we justify the stories we tell ourselves, the more they play out in our life.***

The important thing to remember is this. ***We are not the stories we tell ourselves.*** They are all just constructs of thought we have chosen to identify with and create a sense of self around. They can harm us or they can be useful, but it is important to see the stories as they are, and not confuse them with who you really are.

Who we ***really*** are goes much deeper.



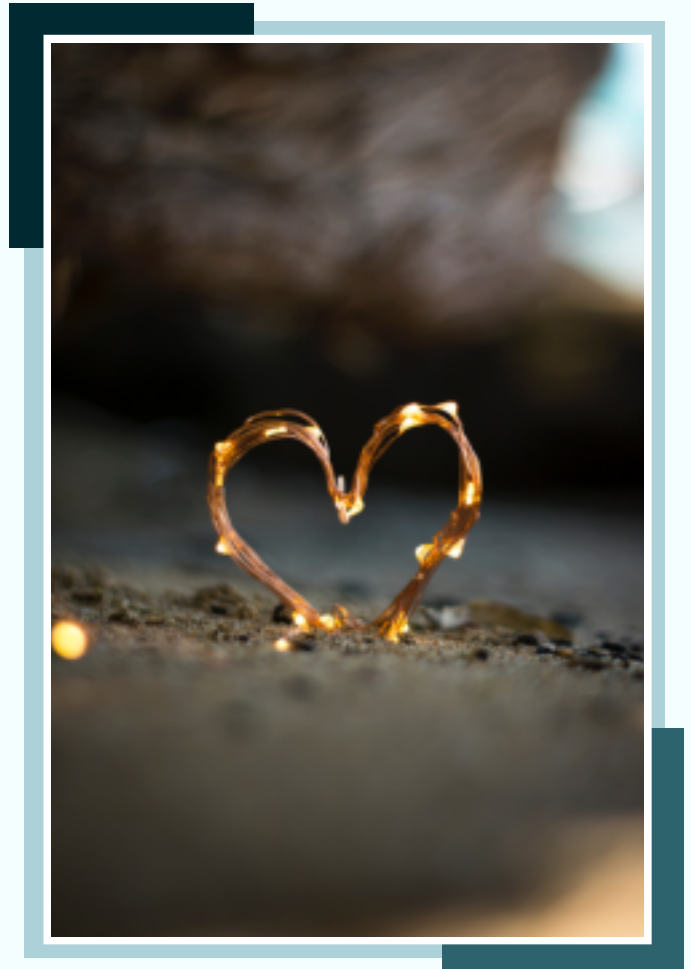
If I asked you, who are you? You might say your name, where you are from, a few things about yourself like your personality, what you like, etc. What if you removed all of that and stripped it away? What would your answer be then?

Perhaps you don't know, perhaps you would say nothing is left. I won't pretend to know all the answers, but from my experience so far, who we really are is not something to be understood on an intellectual level. It is something to be felt on a deeper level. **Who we really are is pure love**, spirit and infinite intelligence.

When we come from who we think we are, we are like a fish in a bowl. When we come from who we really are, we are the ocean.

Who we really are can never be harmed, can never be touched, can never be hurt.

Seeing this, and I mean truly seeing it, shifts who we are being completely.



## Question 5

*If you saw through who you think you are, and came from who you really are, what would change for you?*

# A Few Concluding Thoughts



- We live in the feeling of our thinking, a thought created reality
- Our true nature is endless clarity, love and wellbeing. When we are not in this state, we are believing a lie we have convinced ourselves is true.
- Slowing down leads to speeding up.
- The event is neutral. Our thoughts about it being positive or negative create the experience that is positive or negative.
- Life really can be exponential. Miracles are far closer than you think.
- Our inner wisdom is always there, we just have to slow down enough to listen.
- We are not the stories we tell ourselves.
- Everything comes from nothing
- Being comes first.
- An empty future, clear mind and open heart is a recipe for enjoying life.
- We have everything we need to create the life we want.
- We are only ever one thought away from a completely different experience.

# Questions for Reflection

## Question 6

*If I spoke to you 3 years from now, and you told me they were the best 3 years of your life, personally and professionally, what would have happened?*

## Question 7

*What is your biggest challenge right now?*

## Question 8

*What is the biggest change you want to make right now?*

Thank you for taking the time to read. If you got a lot out of this and are willing to send me your reflections, then contact me and I will be happy to explore them in further depth and help you to get more out of yourself over a 90-minute call.

## Contact Details



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If You'd Like To Explore How I Can Help You To Get More Out Of Yourself, Please **Click The Button** Below And **Find A Time** On My Calendar That Works For You.

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Much Love,  
Kamil