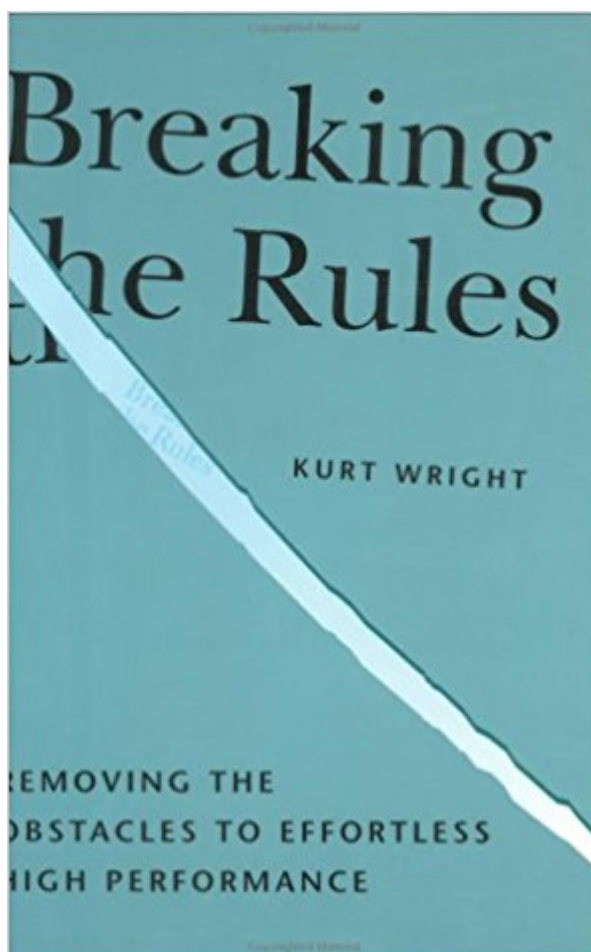


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# Breaking The Rules, Removing The Obstacles To Effortless High Performance



## Synopsis

Breaking the Rules is both an intensely personal self-improvement book and a business management book. On the self-improvement side it is a personal guide for discovering what you are like at your very best and how to be that way more often. It offers a complete system of self-understanding based on the premise that being at your best is your natural state, and one you could be enjoying more often if you weren't doing so much to interfere with it. The author invites readers to join him in a discovery learning process that reveals how to stop interfering and learn to tap into and begin to work with the natural guidance that is readily available through your inner intuitive knowing. A complete description is furnished for how real-time access to your intuition can be easily achieved when your intuition is being supplied with properly framed questions. Breaking the Rules proposes that: 1) Being at your best cannot occur until you gain real-time access to your intuition. 2) While it may be easier for women to access their intuition, it is actually men who have the more powerful intuitive capability. The real need is for both men and women to fully appreciate and make better use of this valuable strength. 3) The proper use of "what's right" questions is a far simpler and more effective way to solve problems than trying to figure out what's wrong and fix it. 4) All that we know about what it takes for an individual to be at his or her best must cross-apply to an organization or it cannot be considered valid. 5) All that we think must occur for an organization to be at its best must also be true for an individual at his or her best or it cannot be considered valid. 6) Our lives work best when they are lived in full alignment with our life's purpose. Unfortunately, less than five percent of the population is able to articulate their life's purpose. 7) Problems that occur in our lives are simply ways used by our inner self to let us know that we are out of alignment with our life's purpose. On the business management side, the work presented in Breaking the Rules is the culmination of more than 20 years of inquiry, development and field testing around the question, "What causes commitment, in its healthiest, least stressful form?" The author's initial working premise was that if the thought process used by visionary leaders to achieve their high level of effectiveness could be truly understood, that understanding should offer an ideal model for allowing organizations to achieve their own greatness. Breaking the Rules shows how this can now be demonstrated consistently in practice.

## Book Information

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## Customer Reviews

There's an old saying that we teach what we wish to learn. My career has been one of teaching people how to bring out the best in themselves and others. This focus of attention grew out of a decision made in 1970 to spend the rest of my life seeking to understand what each of us is like at our very best. I observed that there were far too many studies of what is wrong with people and too few about what is right with people. *Breaking the Rules* thus summarizes the findings from this 27-year study of what each of us is like when we are at our very best, and how to be that way more often. During the study it became clear that people who operate at their best most of the time didn't learn to do so by looking outside themselves for answers. For this reason, I resisted the idea of writing a book about my findings. It seemed to me that it would be too easy for a book to reward readers for looking to me for answers. I was unwilling to do that. Eventually I found a way to write so there is not a sentence of advice in the entire 320 pages of *Breaking the Rules*. In lieu of advice, I have attempted to capture and model throughout the book a unique mentor-coaching process that shows up in the background of every visionary leader I have studied.

Excellence, empowerment and peak performance are timely issues. *Breaking the Rules* shows that being at your best is your birthright, and that returning to that natural state is the essence of empowerment and peak performance. Self-empowerment-accessing your own power, your own inner knowing, and being guided by that-is the key to excellence and peak performance. Unlike many popular books on excellence, *Breaking the Rules* does not lead you on yet another fruitless chase-looking outside yourself for answers. Being on a roll is not about copying others or relying on someone else's rules. Instead, *Breaking the Rules* offers profoundly insightful guidance for the inner work you must do before you can achieve true, self-sustaining excellence. Key things you'll learn: \*

Life Purpose - It is one thing to identify your purpose in life. It is quite another to bring your daily life

into alignment with that purpose. Readers call *Breaking the Rules* a breakthrough work because of its ability to help you do both. \* Right Questions - *Breaking the Rules* brings you a vital new approach to asking the right questions that will open you up to the on-stream guidance you need from your intuition to get on a roll and stay there. \* Relationships - Relationships with the people around you often mirror the internal relationship between your head and your heart. External relationships improve quickly when you do the inner work described in *Breaking the Rules*. \* Mentor-Coaching - Totally different from an advice-giving mentor, the mentor-coach you need must model the style of asking right questions that comes through clearly in *Breaking the Rules*. Kurt Wright is founder and President of Clear Purpose Management, Inc., an international consulting firm. He has coached leaders from some of the most respected companies in the U.S., Canada, South America and Europe. His work, as well as the ideas included in *Breaking the Rules*, grew out of his 1970 decision to spend the rest of his life working to understand what each of us is like at our very best. With his typical thoroughness, he now shares these findings with readers everywhere.

This is a fascinating book on asking the right questions. A must-read for anyone in a leadership position, especially coaches and visionaries. I'm testing out some of the ideas on myself as well as my clients, and the ideas seem to be working quite well. The author breaks down the structure of "What's right" questions and contrasts them to "What's wrong" questions. Some people spend their entire lives asking about and exploring what's wrong, and that can be very energetically draining. "What's wrong" questions are processed in the rational/analytical mind, not the intuitive part of our mind. By asking "what's right" questions, we can bypass the rational mind and go straight to the intuitive mind. Visionary leaders and high-performers bask in questions of what's right, pouring their focus and energy into understanding what's right, why things are working well, and how and why people get "on a roll." Example of what's right questions:- What are you and I like at our very best?- How do we switch from a world view of depletion and shortage to one of surplus and abundance? Author says these kinds of possibility-focused questions generate creative energy (whereas 'what's wrong' questions deplete energy.) "The field of psychology is so focused on the study of sick people to find out what's wrong. My approach has been exactly the opposite: it has been to study the super-well and find out WHAT'S RIGHT." (4) "Asking ourselves and being asked RIGHT QUESTIONS (in order to regain conscious access to what we already know intuitively) is a path far more certain to put our lives on a permanent roll." (5) He gives an example of a company that was involved in a \$100 million project, with 400 software engineers who were 38 months into a 60-month government contract. They were 18 months behind schedule. Everyone was stressed

about the project and focusing on everything that was going wrong. The author of the book (acting as a consultant to the company) got everybody focused around 1 question: "How can we finish this project a week early?" People thought the question was preposterous, even warned him to back off from asking it. But in the end, the project was able to be completed exactly on time and \$15 million under budget. Plus, the author/consultant used only \$90,000 of the \$150,000 budget he was offered for his consulting fee.... all this happened because he shifted everybody from "what's wrong" thinking to "what's right" thinking. !!!!Chapter 3 of the book breaks down "The Structure of What's Right Questions" The bare-bones framework is: 1. What's right? or What's working? 2. What makes it right? or Why does it work? 3. What would ideally be right? or What would work ideally? 4. What's not yet quite right? 5. What resources can I find to make it right? He then gives a great explanation of 4 types of people who operate in the extremes: Type 1: someone whose development is skewed to the analytical. Type 2: someone whose development is skewed to the intuitive. Type 3: someone who asks himself the right questions, but mainly directs these questions inward. May find it difficult to inspire teamwork in others. Type 4: someone who asks RIGHT QUESTIONS of others, fostering a high-trust environment. Brings out the best in all types of subordinates. Personally I identify with Type 2 - super intuitive. "Type 2's are in need of a properly disciplined rational mind to support them as a servant." In an extreme case, "Type 1 is totally analytical and thus by definition lives completely in a world of illusion. (The rational mind by itself is completely incapable of distinguishing truth from fiction.)" "Much of the world we live in is geared to rewarding those who are good at explaining things, rather than those who truly 'know.'" Thus Type 2's face a motivational quandary: "Why would you ever want to start from scratch and build a mere PC - i.e., develop your analytical disciplines - if you're already plugged directly into the mainframe of greater intuitive knowing? It's simply because the world we live in writes its biggest checks to those who have excellent use of their PC - and can thus explain with their analytical mind what they have been told by others." (48) This blew my mind! This instantly made me understand why "deeply spiritual, intuitive" people are often broke, and why the "highly smart analytical" people of the world are the rich ones, even if they're completely disconnected to their intuition. Author says the way to begin developing one's analytical disciplines is to practice reading out loud for 20 minutes a day. (I started doing that daily and it appears to work.) Overall fantastic book...it has changed my thinking about what types of questions I ask, and what I focus on.

I am an avid reader and love self improvements books. This book is in a real high score for me so I wonder how come it didn't get all the fame that it deserves. I could not even find it in the audibles.

One of the best books I have ever read. Have gone back to read it three times already. Yes more graphics would have made it even better, but I will still give it a five

One of the best all time Books on management and philosophy.

The book is an excellent resource for improving productivity by shifting the paradigm in which we normally function. It's twist on looking at ourselves inside of productivity takes the negative judgement we usually apply and shifts it, thus taking the stress off. Once the stress is off and we're not dwelling on it we are free to use that energy productively.

Great read and tremendously helpful.

The best coaching book ever

This book is one of my top 5 all time, greatest books ever written for changing your life. Learning how to ask the right questions became one of my daily habits. I am so grateful!

This book is a must read and delivers a fresh new perspective for both work life and daily living. It will revolutionize your relationships, make you more effective, and can take you to the next level personally and professionally. This book is truly a hidden gem.

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