

COACHING GUIDE

TO HAPPINESS

The ultimate toolkit to discover the
science and **magic** of Happiness Coaching



By

HappiitudeTM

happy by choice



A NOTE TO THE READER...

This eBook has been written with an intent to take the reader on a journey to discover happiness. This book presents various ideas about the concept of happiness but none of these ideas will be of any importance if they don't lead you to experience a boost in your own happiness.

The culture of reading books to gain knowledge has led to a reverse trend of wisdom. Everyone seems to know everything but very few are able to practice it.

There is a saying in Sanskrit Language :

"Gyanam Bandhah, Agyanam Bandhah"

Knowledge is Bondage, ignorance is also bondage.

To overcome the bondage of ignorance, we started exploring knowledge but now we as humanity have come to a point when knowledge has also become a bondage for us.

When you know what is good for you and you still don't bring it forth in life, it starts bothering you from inside.

In Gospel of Thomas, there is a quote:

"If you bring forth what is within you, what you bring forth will save you. If you do not bring forth what is within you, what you do not bring forth will destroy you".

To understand it better, let us say, you know exercising is good for you but you still don't do that - **how does it make you feel?**

You know what is healthy eating but when you still eat junk food - **how do you feel?**

You read a book that tells you every benefit of being happy but it still does not make you happy. Now the frustration has grown a bit more than before.

We have aimed to write this book in such a way that it empowers you with experience, understanding and tools such that you feel a little more in control of your own happiness.

Seems too good to be true?

Yes, it is too good to be true if you expect it to work at its best but you don't give your best.

So let us understand what can be your best?

If you want to grow a flower, the most important element in the whole process is not seed, manure, or even water but fertile land. As human beings, our willingness is what fertility is to the ground.

Are you willing to go beyond your existing ways of acquiring knowledge?

Are you willing to explore new ideas and possibilities that might exist outside the realm of your current understanding?

Are you willing to learn something that may question your existing ideas and beliefs?

If you are willing, life can open up to you in ways that are beyond your imagination.

We expect our readers to not accept or reject any idea in this book but to question and seek a solution that will benefit them. So to get the best use of this book, readers should implement the ideas that are presented here in order to see the change and get results.

So let us get on to this roller coaster journey of experience and knowledge!

With Grace & Gratitude,

KARAN BEHL

Founder & Chief Happiness

Officer - Happiitude



(P.S: That's the actual reaction of people who take this journey with us ;)

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SECTION ONE

WHO IS THIS FOR?

If you are the one who often feels bad when you see others:

- not showing enough compassion,
- struggling in their life all the time,
- not being grateful for what they have,

then you are going to love us!

So congratulations on listening to your inner calling and downloading this book. The pandemic has left people emotionally and mentally more drained than ever before. So by showing interest in learning Happiness, you have already taken your first step in the direction of helping the world.

This year, we have chosen to directly reach out to one million people through our courses, toolkits, keynotes, videos, etc because this is giving purpose to many people across the world. Our true belief is that the world would need more and more Happiness Coaches, experts, and practitioners than ever before to overcome the after-effects of the pandemic.

This belief comes from our global tribe of thousands of Happiness Coaches from 50 countries that are inspiring us with their amazing work. Some of the examples are as below:

- Many of them are already helping companies to build happiness initiatives,
- Many of them are delivering online training to hundreds of happiness champions in their own organization
- Many are working with individuals & teams to boost and sustain their happiness at such tough times

WHY HAPPINESS?

- Few are designing complete courses on Happiness for their schools & colleges
- Some of them are helping medical professionals, patients, and families
- Some are empowering women from across the globe
- Some are just enjoying Happiness for their personal lives and families.

Whatever you are doing, this book should enhance your own life and give you the tools to start spreading it to others.

But before you begin reading this, it's important to know whether you really need this or not! The next chapter will help you understand that little more.

We are not going to talk about the benefits of being happy that various researchers are pointing towards. If you google it, you will find hundreds of different benefits of being happy, so there is no point mentioning that here.

Our intention is that through this book we provide you with learning and experience that helps you on your journey to be happier or helps others toward that.

Let us explain that a bit more by asking you a question:

Which is your favorite fruit?



WHY HAPPINESS?

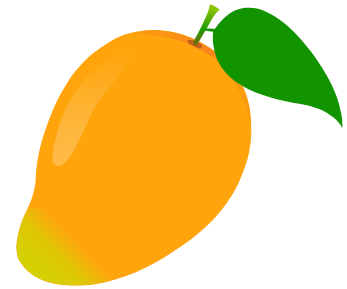
Just think of this:

Let's say your favorite fruit is mango (being Indian, we love mangoes).

Please google the benefits of eating mangoes.

This is the first information that shows up:

- Packed with nutrients
- Low in calories
- May help prevent diabetes
- High in healthy plant compounds
- Contains immune-boosting nutrients
- Supports heart health
- May improve digestive health
- May support eye health
- May help lower your risk of certain cancers
- Versatile and easy to add to your diet



(*<https://www.healthline.com/nutrition/mango#The-bottom-line>)

You will be surprised to see that a sweet fruit like mango can have so many benefits. It will help you lower your certain cancer risks as well.

But our question to you is:

Do you eat a mango for all these benefits?

Or you eat it because you love it?

WHY HAPPINESS?

Look at little kids eating mangoes, they don't care what benefits they get, they just relish their favorite fruit.



Similarly you may learn about happiness because it just feels good when you are happy.

People around you feel great when you are happy.

You tend to be more productive on the days when you are happier.

There are many benefits but the biggest reason for you should be that **IT JUST FEELS GOOD TO BE HAPPY.**

Isn't it?

WHY HAPPINESS?

You know, we have been working on experiencing, understanding and teaching happiness to people from across the globe for the last 10 years.

That means that we care about happiness.

But today for the very first time we are making this confession that **we don't really care about happiness!**

Yes, we don't care about it.

Then why are we giving 24x7x365 hours of our life in a year to this subject?

Similarly you may learn about happiness because it just feels good when you are happy.

It's because we care about **who we become when we are happy**, what we do when we are happy, and how much impact we make on the world when we are happy. This is enough for us.

Is this reason enough for you?

EXERCISE

There is a simple exercise that we do in our sessions to talk about why of happiness

Can you spread your arms sideways?

Just spread them fully. Look up to the ceiling or the sky.



And try to be sad. Yes, seriously please try to do that.

Can you be sad?

Bring your arms closer to your chest. Close them. Look down at the floor.

Can you be sad now?

Which one is easier? The first one or the second one?

I am sure, it's the second one.

EXERCISE

If you observe that when you expand your body, it's easier to be happy.

It's also the other way around. When you are happier you expand everything.

You expand the number of people you interact with, the number of tasks you are involved in, the number of things you can do, the capacity of your brain, your focus, everything expands. You become more forgiving as well.

But when you are sad, you start to shrink everything. The number of people you want to interact with, the number of things you can do, your focus, brain capacity, everything shrinks. You become a little more emotionally unavailable and sensitive.

In fact you just go back to your own shell and close yourself to the outside world.

Have you wondered how on certain days when you are joyful, you don't mind interacting or smiling at strangers but when you are miserable, you want to avoid all of this?

Happiness expands your life, unhappiness shrinks it.

We as human beings share what we have. So happier people share their joy, love and compassion whereas unhappy people share their anger, sadness and hatred.

EXERCISE

Oh so are unhappy people bad?

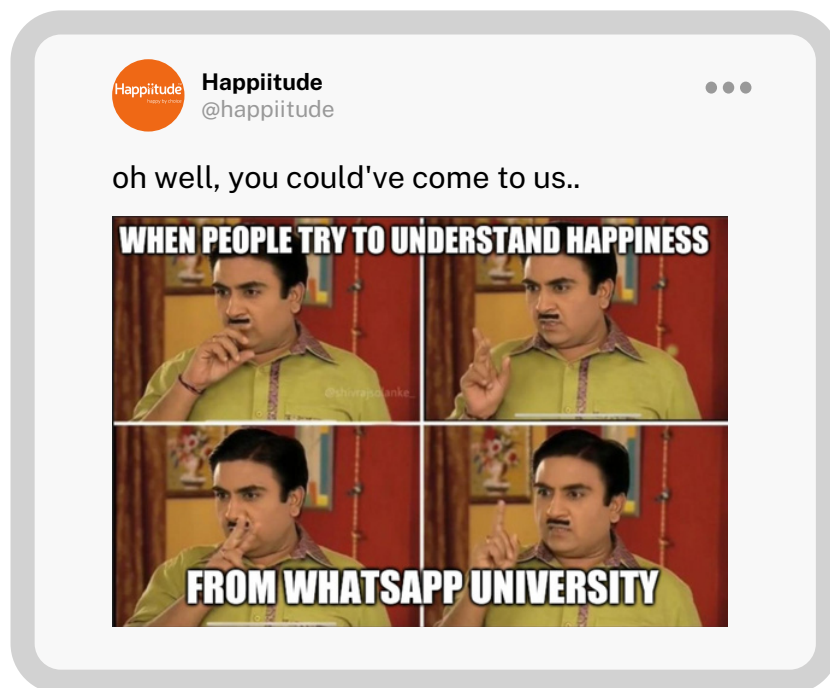
They can be bad if they are a different set of people but fortunately they are not.

They are the same people who can be very very happy at times, and very unhappy at another time.

The question is do they have a choice on which side they want to fall on today?

If not then this book is to break this myth and help you with the possibility that happiness can be a choice.

But before we answer this, it's important to know that **do we really know what happiness is?**



CHAPTER TWO

DO WE KNOW HAPPINESS?

How do we define Happiness? This is the first question that needs to be answered before we start understanding methods, framework and roadmap of happiness coaching!

When we ask people to define happiness, most of the people relate it to peace, calmness, laughter, contentment and so on. If only positive emotions are happiness, then why do people feel happy after running a marathon or trekking or helping a friend in shifting his house?

If we think a little more deeply, we will see that many people don't feel happy in the comfort of their salaries and want to go beyond to take risks. If we look at youth then why young adults don't like to join established family businesses and want to try something unconventional?

There is something deep within us, which always wants to expand, but there is another side that always wants to hold on to something familiar. On one side, we want to expand and on the other side we don't want to move out of our comfort zone.

So how do we feel happy in such a conflict?



DO WE KNOW HAPPINESS?

Let's do a quick exercise to understand this more deeply.

Before our sessions, we usually ask people to rate their happiness on the following scale:

- I am Very Happy
- I am Happy
- I am Good
- Looking Forward

More than 70% of the respondents select "I am Happy". This is fine but **with the next question, a lot of confusion begins.**

The next question we ask them is:

On a day to day basis, which of the following negative emotions do you face quite often?

- Anger
- Fear
- Anxiety
- Boredom
- None of the Above

Here Anger, Fear or Anxiety is the most preferred choice. If these are the dominant emotions on a day-to-day basis, then "I am Happy" does not look like the most appropriate answer to the first question.

So either people don't know what happiness is or they don't want to admit that they are not happy. So is happiness all about absence of negative emotions?

DO WE KNOW HAPPINESS?

We don't agree with that (and we will explain you later why) but initial work of research on happiness seem to believe this:

In scientific literature, happiness is referred to as hedonia (Ryan & Deci, 2001), the **presence of positive emotions and the absence of negative emotions.**

Before we accept or reject this idea, let us understand more about the positive emotions.

Pleasure, Positive Emotions & Happiness

Can you differentiate between the above? If your answer is Yes, please try the following exercise.
Even if your answer is No, give it a try.

Please, write a short definition of the following words:

Pleasure:

Positive Emotions:

DO WE KNOW HAPPINESS?

Happiness

So let us now see what we know as concepts, do we also know that in our day-to-day experiences?

It seems like a difficult task. Still, let us give it a try.

Write an example of the following from your day-to-day life:

Pleasure:

Positive Emotions:

Happiness

Looking at the above, which one seems to be true for you?

- I know what is Happiness
- I don't know what is Happiness

If you are in category 2, you will get the best value from this book, so **continue reading! :)**

CHAPTER THREE

INTRODUCTION TO HAPPINESS

Being happy is one of the most fundamental aspirations of human beings. Since the beginning of civilization we have been inventing, discovering, developing tools and techniques to improve our way of living for the sole purpose of attaining happiness.

However in this rat race of acquiring and accumulating wealth and luxuries we have lost track of what really constitutes happiness.

To understand happiness, it is important to study human behavior, emotions and beliefs. The most common question people ask us is **“what does happiness really mean”?**

We have tried to define it but have not found any text, research or poetry that has satisfied us with a definition. So, even after 10 years of work in the space of happiness and training more than 2500 Happiness Coaches and Chief Happiness Officers from 50 countries, we are still curious and passionate about helping others discover what happiness means to them and how it can make a positive impact on their lives.

We embark on our journey to know happiness not by examining happiness as something we know, but as something we don't know yet, but wish to explore. The place of not knowing is the best place to start with any new discovery. This keeps us non judgemental and curious like a child (and a true scientist).

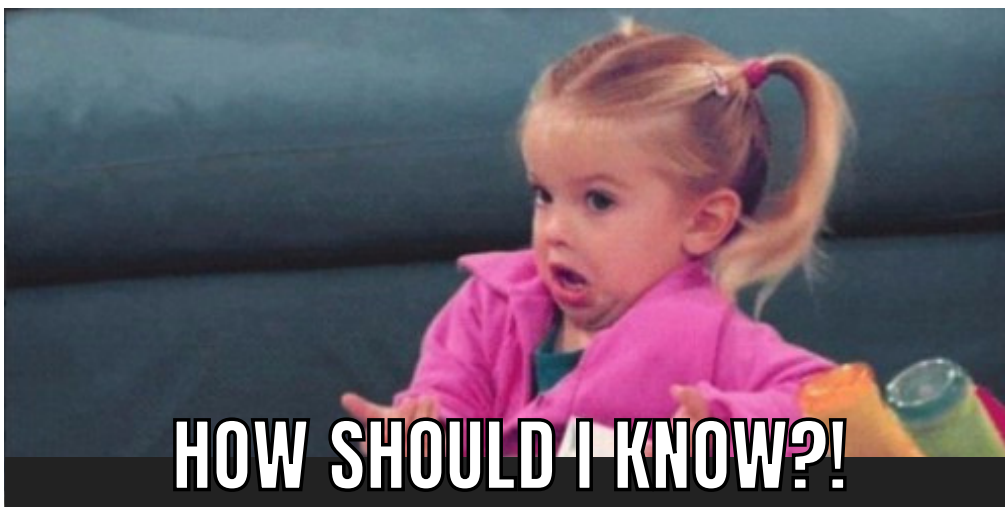
INTRODUCTION TO HAPPINESS

We live in a world where you can ask a 10 year old child to write an essay on “Pollution” and they would do that easily. But if we ask them to write about “Clean Air”, they would find it much challenging. Isn't it?

Because his or her experience of pollution is more real than their experience of clean air. If you try to search for content on pollution, you will find a lot of information but if you try to find about clean air, you will end up knowing more about pollution again.

When we search mental health, we discover more about depression, anxiety and anger than about meditation, exercise and happiness.

And that is why humanity can describe “Unhappiness” very easily, and can feel lost when it comes to answering the question **“What is Happiness?”**



I bet this is what you must be thinking right now ;)

INTRODUCTION TO HAPPINESS

For this reason we will start our exploration of understanding happiness by defining first what is unhappiness?

Is it anger or fear, irritation or jealousy? Or all of the “unpleasant emotions”? Let us look a little deeper.



For example, if you are walking on a lonely street at night and someone comes up from behind you and points something sharp at your back and tells you to keep walking. How would that make you feel? Scared, right?

Luckily, this event is short lived since two policemen coming from the other side changes everything. Before you can turn back to see the perpetrator, the person has disappeared.

Does this signal unhappiness?

INTRODUCTION TO HAPPINESS

We asked this question to many of our participants and the response we got was a one sided “it is not unhappiness”.

Then what is it? It is fear. And we consider fear as a negative emotion. So with this inquiry, we can say with surety that negative emotions do not necessarily equate to unhappiness. With the same level of surety, can we also say that positive emotions do not imply Happiness?

Does that mean laughing and smiling is not happiness? Well, with this example this seems to be true. So why do we feel otherwise? It may be because it is part of the experience of happiness, but not complete happiness.

Similarly what we term as negative emotions, may contribute to unhappiness, but it does not define unhappiness.

If this is so then what is happiness or unhappiness?

Isn't it confusing? Why are we not giving a simple and straight answer?



INTRODUCTION TO HAPPINESS

A simple answer can easily satisfy your intellect and give you a feeling that you understand what it is but will you be able to experience that?

It's like what is honey and we tell you :
"It's a sticky, thick and sweet liquid that is collected by honey bees".

Will this give you a taste and experience of honey?

Similarly, a simple definition of happiness can be:

1. Happiness is the meaning and the purpose of life, the whole aim and end of human existence. - Aristotle
2. Happiness is when what you think, what you say, and what you do are in harmony. - Mahatma Gandhi
3. **Happiness in an intelligent person is the rarest thing I know** - Ernest Hemingway's

Which one will we agree to? If we agree with Ernest Hemingway, you need to be dumb to be happy. What would you choose?

Don't worry, we won't make it so difficult for you. Let us look at **scientific definitions.**

In 2007, positive psychology researcher Sonja Lyubomirsky described happiness in her book as "the experience of joy, contentment, or positive well-being, combined with a sense that one's life is good, meaningful, and worthwhile."

INTRODUCTION TO HAPPINESS

Current research and studies*

There are many studies pointing towards happiness, here are the most prominent ones.

Recent studies have shown us that:

- Money can only buy happiness up to about \$75,000 – after that, it has no significant effect on our emotional wellbeing (Kahneman & Deaton, 2010).
- Most of our happiness is not determined by our genetics, but by our experiences and our day-to-day lives (Lyubomirsky, Sheldon, & Schkade, 2005).
- Trying too hard to find happiness often has the opposite effect and can lead us to be overly selfish (Mauss et al., 2012).
- Pursuing happiness through social means (e.g., spending more time with family and friends) is more likely to be effective than other methods (Rohrer, Richter, Brümmer, Wagner, & Schmukle, 2018).
- The pursuit of happiness is one place where we should consider ditching the SMART goals; it may be more effective to pursue “vague” happiness goals than more specific ones (Rodas, Ahluwalia, & Olson, 2018).

INTRODUCTION TO HAPPINESS

- Happiness makes us better citizens – it is a good predictor of civic engagement in the transition to adulthood (Fang, Galambos, Johnson, & Krahn, 2018).
- Happiness leads to career success, and it doesn't have to be “natural” happiness – researchers found that “experimentally enhancing” positive emotions also contributed to improved outcomes at work (Walsh, Boehm, & Lyubomirsky, 2018).
- There is a linear relationship between religious involvement and happiness. Higher worship service attendance is correlated with more commitment to faith, and commitment to faith is related to greater compassion. Those more compassionate individuals are more likely to provide emotional support to others, and those who provide emotional support to others are more likely to be happy (Krause, Ironson, & Hill, 2018). It's a long road, but a direct one!
*(*reference <https://positivepsychology.com/>)*

So if you want to only know what happiness is, the above should satisfy your intellect. If not, there are thousands of books and scientific papers written on it but if you want to discover the deeper and personalized experience of happiness, you will have to work with the curiosity of a child and intelligence of a scientist.

If you are ready to go ahead with the second approach, let us continue our discovery!

CHAPTER FOUR

DO PEOPLE REALLY WANT TO BE HAPPY?

Of course, yes. If this is what you are thinking then let us give you two examples:

Example 1:

Imagine yourself taking your morning walk in a beautiful park.

After sometime you sit down on a bench to relax. You look around and see the beautiful flowers. Suddenly, you notice a kid on your right hand side. He seems to be happily playing with mud, enjoying his imagination and giggling. You look at him and then look around. He seems to be alone in the park.

Now you look around and you observe there is a child sitting at a little distance on your left.

You look at that child closely and see that he seems a little disturbed and is also crying.



DO PEOPLE REALLY WANT TO BE HAPPY?

Tell me what would be your instant response?

Which kid would you quickly reach out to?

The happily playing kid on your right side or the crying kid on your left?

As a human being, it's very natural to approach the crying child and try to find ways to help him. Isn't it?

Now let's look at another example.

Example 2:

It's 6:30 pm and you are in a hurry to leave your office as it's your kid's birthday and you have to be in time for the celebrations. Just then you get a call from your boss asking you to get some work done immediately. You look out of your cabin and see two of your colleagues still at their desks.

One of them always seems to be complaining and worried about something. He is always under pressure to meet deadlines and targets and so on.

There is another one who is a pleasant person and always seems to be happy and joyful despite all his work pressure.

DO PEOPLE REALLY WANT TO BE HAPPY?



Now our question is, which of these colleagues will you approach with a request to help you with the task?

And in case you are their boss, whom will you assign this urgent task?

Isn't it a no brainer – of course to the happy and pleasant colleague!

Now remember your answer for both the examples.

In the first example, Who got the attention? The happy one or unhappy one?

In the second one, who got to work more? The happy one or unhappy one?

DO PEOPLE REALLY WANT TO BE HAPPY?

If this continues, what will this happy person learn? If I show my happiness, I will have to stay longer in the office, work more and may not even get an appreciation. Why appreciate someone who seems happy doing the work, isn't it?

Doesn't it look like being unhappy is somehow rewarded?

Rewarded with attention, pity and motivation.

As a parent also, we tend to give more attention to our kids when they are sad, unhappy or not feeling well.

But when they are doing good, seem happy and pleasant, you may not pay much attention to them.

A sick child gets more attention, love and care than a healthy child.

Is it wrong? You must be thinking.

It's not about right and wrong, it's like we give them something that they want (our love, care and attention) when they are NOT OK.

Unknowingly, **what is being rewarded in our society?**

Happiness or Unhappiness?

DO PEOPLE REALLY WANT TO BE HAPPY?

When you come back home from the office joyfully, you are expected to do some extra chores but when you come back home complaining about work, you may be invited for a nice meal, a glass of wine or relaxing TV time.

So why let anyone know that you are happy. In fact, why be happy then?

A little child who is observing all this is getting a lesson in life. And probably that is why a joyful and happy 5 year old becomes an unfulfilled, anxious and unhappy 30 year old man or woman.

So ask yourself :

Do I give myself permission to be happy?

If your answer is **YES**, ask one more question:

If I am happy, what will be the **cost** I need to pay?

Maybe there is no cost but just for a second think that if you are really happy, what could be the cost?

Usually, we get to hear answers like:

“Oh! Then no one will take me seriously. (actually if we want people to take us seriously, we can try getting admitted in a hospital, everyone will take us seriously” :-)

DO PEOPLE REALLY WANT TO BE HAPPY?

“Life will be so dull”

“People will think I am unreal”

“No one will appreciate me”

“I get to work more and listen to more people’s problems”

There can be many, what is your answer?

Whatever your answer is, **are you ready to pay that cost?**

If your answer is YES then great, you have started your journey already.

And if your answer is NO, let us tell you it may be because your idea of happiness itself is questionable.

Is Happiness all about smiling, laughing and dancing?

If happiness is all about that then it’s better not to be happy because then we can look really ridiculous in many of the situations in our social life.

Imagine you meet a friend who tells you how much pain he or she is going through and you start to laugh. What do you think will happen to your friendship?

Forget about friendship, what kind of person you will become if you can’t even shed a tear looking at someone in pain?

DO PEOPLE REALLY WANT TO BE HAPPY?

And that is why **empathy and compassion** is one of the most important elements of happiness studies and research.

You can't talk about happiness without talking about empathy and compassion.

People always talk about happiness as some kind of positive emotion but if this is so then why do people feel happy when they run a marathon, climb a mountain or go out of their comfort to help someone in distress.

Out of the following two statements, what sounds logically more correct to you?

1. Positive emotions are happiness
2. Positive emotions can be **expressions of happiness**



DO PEOPLE REALLY WANT TO BE HAPPY?

We are sure your answer is #2 because this is what sounds more correct to thousands of people who have answered this question to us.

If positive emotions are expressions of happiness, what we are trying to say is that there is happiness and it can be expressed through positive emotions. Isn't it?

This means **happiness comes first and then comes positive emotions.**

It's like someone pointing their finger towards the moon and you are looking at the finger and thinking that this is the moon.

No, finger is not the moon. It's pointing towards the moon.

But for a very long time, many consumer product companies used dreams, imaginations and hopes (instead of the finger) to point towards happiness. And we have been buying their narrative.

When a pizza company says, "Our pizza is the key to your happiness!" We buy that pizza.

A cosmetic company says that "Our products are the key to your perfect self and that is the key to your happiness!" We buy their products.

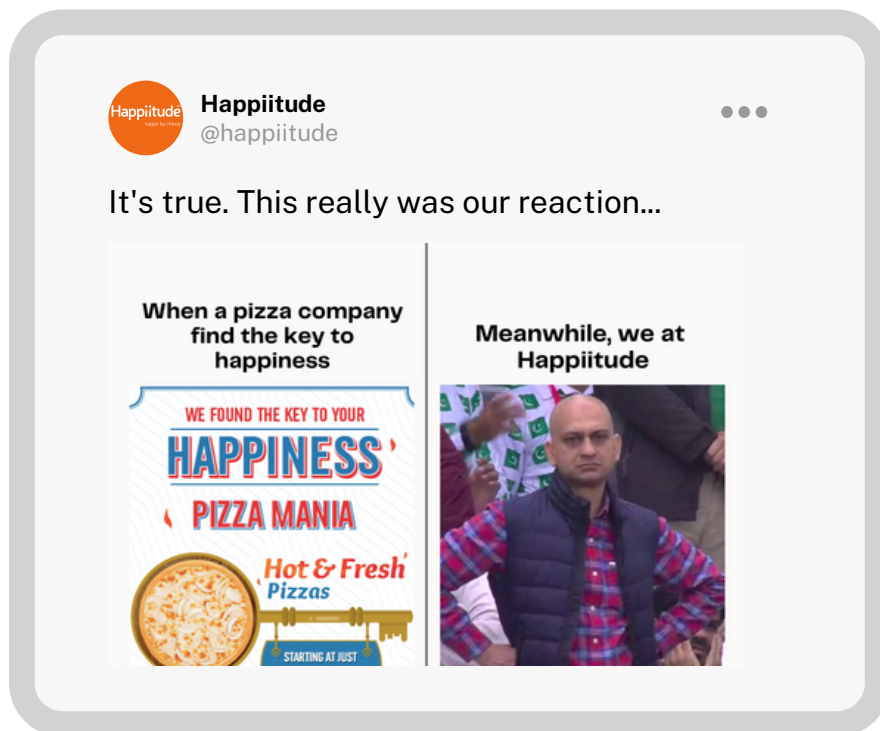
DO PEOPLE REALLY WANT TO BE HAPPY?

A soft drink company puts a lot of sugar in their can and they say, "Open your happiness." You tried opening it.. And after doing all that, we got positive emotions but then in the very next moment (day or month), it's gone.

Our journey to run behind the finger continues for our whole life and then someone comes and says that you have now only a few months to live (not in such a dramatic way but something like that).

It's not that you didn't know this. You always knew this.

But somehow this seems like an acceptable norm to live in a society. Everyone is doing this, so maybe this is what it is.



DO PEOPLE REALLY WANT TO BE HAPPY?

Do you think anyone in that asylum thinks that they have problems? They must be thinking the doctor has a problem, not them :-)

So whenever someone tries talking about something different, the mind shuts down (just like your mind is shutting down after reading this). It's not easy to question the status quo. But once you have done that, you have begun a journey to inspire the world. So congratulations, you are on the right path.

We suggest if you have read so far, take a break. This book is not a competitive race that you need to complete in a record time, it's a fun run.

Just be with these ideas that:

Happiness can be there inside of you without a reason

You can access it by bringing a smile on your face without a reason

You can access it by helping someone without any expectations

You can access it by dancing without an occasion

You can also access it by crying your heart out

DO PEOPLE REALLY WANT TO BE HAPPY?

Because at Happitude, we say that **those who can sing, dance, laugh and cry without shame or hesitation are the ones who purify this universe.**



And this is the true essence of a

HAPPINESS COACH

WHO IS A HAPPINESS COACH?

Let us first understand who is **not** a happiness coach.

Someone who makes people laugh, no that can be a clown, comedian or a laughter yoga teacher but not a happiness coach.

Someone who does something that makes other people happy can be a Samaritan but not a happiness coach.

Someone who teaches others how to be happy, can be a fool but not a happiness coach. Because a happiness coach knows that people don't need to learn how to be happy because that's their true nature.

Then who is a Happiness coach?

A Happiness Coach is someone whose **PRESENCE** brings happiness to others and he or she is equipped with tools and methods to help others in becoming such a presence.

Let us understand this a little more.

Have you met such people when they WALK INTO a room, every face brightens up?

If your answer is yes then we are sure you have also met the kind of people, when they WALK OUT of a room, every face brightens up.

WHO IS A HAPPINESS COACH?

What kind of person are you?

People love when you come or people love when you leave.

What kind of a boss are you?

What kind of a spouse are you?

What kind of a parent are you?

Do people love your presence or your absence?

Because when we meet someone, our actions come later. First and foremost, people feel something about us that is beyond our skin, clothes or perfume.

It's that subtler dimension of who we are. Some people like to call it energy but we don't like to use such words that can not be understood or measured.

But yes, though this can not be understood or articulated very clearly, we know something about people when we meet them even for the first time.

This happened to us a few times when we asked people in our courses what made you join our course. They say they met someone on the plane or someone at their client's office, who was a very pleasant, cheerful and happy being. **They introduced us to Happiitude.**

WHO IS A HAPPINESS COACH?

We know they are not using the right description because they don't know how to articulate that. Initially we also did not know how to articulate this but over the years, we have learnt something about this.

What these people experienced about some of our happiness coaches is not their cheerful personality but that inner alignment and resonance that they have.

There is no inner conflict in their way of being. **They are 100% YES to life.**

They are not just in acceptance of their strengths but also their weaknesses.

Not just their positive experiences of life but negative experiences as well.

Not in acceptance of their dreams but also of their fears.

Seems very simple and obvious, isn't it?

But just ask yourself is it really possible to embrace both? If you go to any Indian temple, you will see statues of Goddesses with multiple hands. They are carrying swords in one hand and flowers in another.

This is so profound because if you see a person who is very strong and powerful in their head, they often do not give space to the softness of love and compassion in their heart.

WHO IS A HAPPINESS COACH?

People who know how to be compassionate usually don't know how to fight.

Those who are logical and rational usually do not like to show their emotions.

And those who find it easier to show their emotions do not know how to give much significance to logic and rationality.

If you look at the whole idea of the creation, it's always masculine and feminine. It's also called Yin-Yang, Prakriti-Purush and so on. In fact in most Indian homes, we find a picture of a God who is Half Man and Half Woman. It's called **Ardhanareeswara**. Indian culture presents profound messages with coded images, characters and stories. This points toward the same idea that a complete human being is an equal balance of masculine and feminine dimension.



PICTORIAL REPRESENTATION OF ARDHANAREESWARA

WHO IS A HAPPINESS COACH?

It's not about two different genders in two separate human beings but as different dimensions in the same human being.

We need goals, strategy and planning to be successful in this world but if we develop intuitiveness, creativity and a sense of aesthetics, it will make our journey to success much easier.

Without this, happiness is just a talking matter not a sustainable living reality.

But how is it possible? It's such a long and tedious process. If this is what you are thinking, let us tell you that it took many weeks for Columbus to reach from Europe to America because he didn't know how to reach there.

But now you can reach it in a few hours. Has the distance been reduced? No, we have found better ways and methods to reach there. It took us 8 years to discover and create the right set of language, models and frameworks to create our first Happiness Coach course but now it takes a few weeks to experience and learn all that.

No, we are not selling you a promise.

We are not a marketing company selling dreams and promises to people. Our intention is to let people see another possibility that exists. People thought only birds could fly but white brothers showed another possibility to the world.

WHO IS A HAPPINESS COACH?

We feel it's our responsibility to let the world see that we can be happy and successful at the same time. We can be great coaches and make good money at the same time. We don't need to choose one over the other and live an incomplete life.

This is why Happiness Coaching is a process to **breach boundaries between Head and Heart.**

In the next chapter, we would like to give you a taste of that with a process.



*You are Life's beautiful creation,
What tempts you to compare?
There's no one just like you,*

YOU ARE WHOLE & COMPLETE

HAPPINESS COACHING JOURNEY

Happiness Coaching Journey - A step by step process to breach boundaries between head and heart

To begin your journey, we would like to take you through a step by step process.

Step One is to create a space where others feel ok to be who they are.

It's a space where others **feel ok to be vulnerable**.

The problem with the word vulnerability is that a lot of people don't like this (especially in the organizations). It's because they think of vulnerability as a sign of weakness. And the reason for that is that for ages we have been raised by society to be stronger.

And being stronger means being brave, confident and not feeling the pain.

Yes, in the past being brave meant physically brave. You go and fight with the world and if you can not tolerate physical pain, you can't be a good fighter. If you are not a good fighter, you are weak. If you were weak, this world was not a nice place for you.

How would you go out and hunt or protect your family from wild animals? In south india, a really powerful person used to mean someone who could kill 100 elephants with bare hands. In today's world, such a person is not a brave person but a hardcore criminal. Isn't it?

HAPPINESS COACHING JOURNEY

As a fighter or a warrior, you were not supposed to cry. And most of these warriors would be men and of course, they were told (by other men) that tears are for women only.

This was considered as a sign of **weakness**.

But are you still a warrior and a fighter?

The world has changed, our lives have changed, our survival process has changed but our mindset has not.

It is still the same reptilian brain looking for survival. The same warrior looking for a war (now it's psychological). But now the rules of the game have changed.

So here is the first rule of Happiness coaching, if you can't shed tears without shame or hesitation whenever you feel the pain, you can't open your heart for other human beings.

If you can't open your heart for other human beings, you don't know love, compassion or gratitude. Life will not yield to you anything worthwhile. People with closed hearts may earn money but live a worthless life.

And without love, compassion and gratitude, happiness is a far fetched dream.

HAPPINESS COACHING JOURNEY

So being vulnerable and being authentic are considered as just the same in our work. You can't be inauthentic and vulnerable, this will be an emotional drama.

Whenever we go for an unknown journey or experience, we allow ourselves to be vulnerable first because we don't know what's coming our way. This uncertainty of the outcome makes us adventurous or anxious depending on how much willingness we have in accepting our own self.

So you tell us - is vulnerability for the weak or for the strong?

Only a strong person can put oneself into a situation or experience where outcome is not guaranteed.

For example, if you are a boss of an organization and you discover that one of your mistakes is proving costly for the company. What is easier for you- to go and admit your mistake with your team and ask for solutions. Or continue with the mistake and secretly struggle for a solution to come out of it.

Most people would continue with the second because the first one needs bravery, isn't it?

So vulnerability is for the brave, not for the weak.

HAPPINESS COACHING JOURNEY

If you still think why leaders don't admit that it's for the brave then let me remind you of a little 10 year old kid who is very scared of going on a roller coaster ride but also very ashamed of admitting that. So he would say, "Oh, I don't like that. I like the one which is more adventurous and dangerous. So I will skip this."

Smart, isn't it?

Smartness is about not letting the world know what's inside you. But **madness is letting everyone peep in.**

If this is madness then why be one?

If you have finally come to this point in this book, you are already falling into this category just like us :-). Because we feel that smart people make deals, mad people create magic.

Smart people look for reasons and live a reasonable life but mad people go beyond reasons and live a magical life.

Smart people want to take more and give less, mad people want to give it all and still have it all.

Smart people operate from the space of lack, mad people operate from the space of abundance.

So who are you?

HAPPINESS COACHING JOURNEY

A smart one or a mad one?

It does not matter even if you are a smart one, now this seed of madness has already touched you. You can't escape it now ;)

For us, MAD means Making A Difference.

Are you ready to be a part of our MAD tribe?

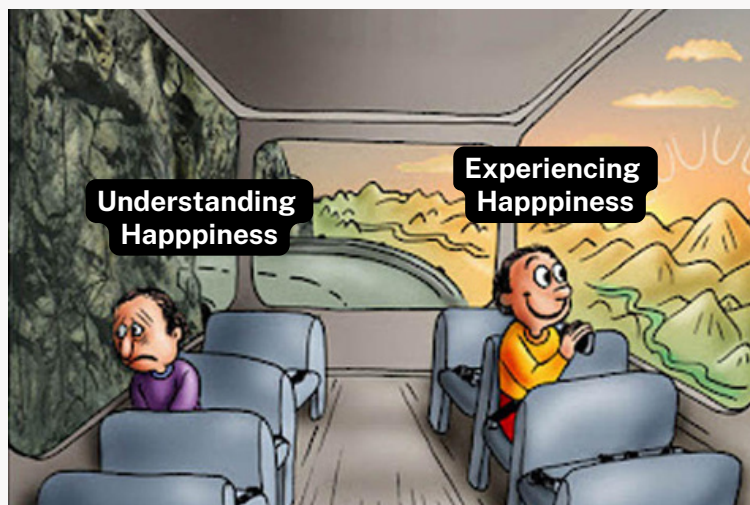
Let us give you an experience of this.



Happiitude
@happiitude



Well well.. We're just getting started :)



SECTION TWO

YOUR SEVEN DAYS JOURNEY OF MAGIC

Start your 7 Days Journey of Magic

We are sure you must have read many books but this must be the very first book that is asking you to stop reading. Yes, we don't want you to finish this book like a race.

We are giving you seven days of activities for the next seven days. Here is what we expect from you.

You open one activity everyday and read it. You complete that activity within that particular day. You come back in the evening and write your experience about the activity.

Then you come on Day 2 to read the activity and so on.

Do this for 7 days. If you think this has made any difference to you, you can write to us at madtribe@happiitude.com. We will give you free access to videos and podcasts on Forgiveness, Authenticity and Vulnerability.

We will also give you access to a super powerful Disabling Apps Meditation that will give you a powerful experience of breaching boundaries between your head and heart.

Sadhna - A tool to go beyond B.M.W

How do I need to participate in these 7 days activities?

There is a Sanskrit word called Sadhna. '**Sadhna**' means **practice with devotion and commitment.**

YOUR SEVEN DAYS JOURNEY OF MAGIC

Usually in India, people think of this as a spiritual word but it is not. If we want to create anything in life, we need to bring a sense of devotion and commitment to that practice.

Devotion is not about a God or a deity, if you are a sportsperson, you put your sports above your own personal needs.

As a teenager when your friends are enjoying the pleasures of the world, you are busy honing your skills. You don't give much significance to your mind, body and the world.

Your mind tells you to sleep for an extra hour but you don't listen.

Your body tells you it's tired but you don't listen. You stretch it a little more every day.

The world tells you that there is so much competition in this sport or you should be involved in social activities but you don't listen.

You constantly keep going beyond your **body, mind and the world**. In short, you go beyond your BMW to actually own a BMW ;)

To create anything worthwhile in the world, you need to constantly go beyond your B.M.W.

YOUR SEVEN DAYS JOURNEY OF MAGIC

If you are a business owner, you let go of your comforts, short term pleasures and social commitments to make something worthwhile.

If you are an artist, you go beyond other people's opinions, regular career choices or financial needs to create something worthwhile.

This is their Sadhna and they are all Sadhaks (one who practices Sadhna). The common thread in all this is that they put their practice as their top priority without having a guarantee of the outcome. Nothing else can come in their way.

So for the next 7 days, you need to take this up as your Sadhna, otherwise nothing worthwhile can happen.

Let me tell you one thing with 100% surety that if you really do this, this will touch your being in such a way that something about you will be transformed forever.

So are you ready to take up your Sadhna?

DAY 1 : GRATITUDE FOR NO REASON



The word gratitude is derived from the Latin word **gratia**, which means grace, graciousness, or gratefulness.

There is so much research around Gratitude that tells us that this is the most important factor to our happiness.

But no one tells us how to bring this into our life. There is only one thing that everyone talks about is to write a gratitude journal.

The problem with writing a gratitude journal is that it's very easy for people to fill up a list with things and experiences that they are grateful for, for the first few days but later they feel challenged when the list gets reduced or becomes repetitive. In fact, we have also met people who were feeling pathetic because they had to fill their gratitude journal in the evening.

People are capable of **feeling pathetic about anything**.

This activity is a very powerful activity to overcome this challenge.

Why not remove the reasons from your list. Let your gratitude be without a reason.

Remember smart people are reasonable and have reasons, mad people are unreasonable and have magic ;).

DAY 1 : GRATITUDE FOR NO REASON



Here is what you can do today

Step 1 : Select a signal for this activity. The signal can be pulling your right ear, tapping your left hand index finger thrice or just folding your hands in Namaskar position and bowing down. You can choose any sign and this will be your Gratitude Signal.

Step 2 : Throughout the day whenever you remember this activity, you use your Gratitude Signal.

Step 3 : Every time you use your gratitude signal, you say Thank you to anything that is in front of you. It can be a person, a tree, even a wall. Do not go out selecting something special but whatever is there, just give a signal and say Thank You.

You can do it as many times as you want but it will be good, if you do it at least 21 times today.

Your mind might find a reason after saying thank you, that is fine. But don't try to find a reason first.

At the end of the day, share your experience of doing this activity in the space below.

Please see the next activity after you complete this one. This will build your journey in a very powerful way.

DAY 2 : GRATITUDE WITHOUT REASON



How was your experience of saying Thank you without a reason? It must have felt good (and stupid as well ;).
Let's take our next step and make it even more powerful.

Has this happened to you that you felt so overwhelmed with pleasant emotions that you found yourself at **loss of words**?

It may be when you saw or experienced something incredibly beautiful, got a surprise or held a new born baby for the very first time.

All such great moments have one thing in common, it makes us speechless.

Words seem to have no power at such moments, it feels only silence can absorb this beautiful experience.

This is the power of gratitude. When it is overwhelming, it fills your heart with joy which is difficult to express.

And when you fill this in your heart, you express it with each and every cell of your body. When this happens, others can feel it too without you telling them about it.

Have you met people who hold grudges, hatred or jealousy for you? They try to be very nice, speak very well and pretend to be your well wishers but you can feel what they hold in their heart. Isn't it?

What if someone holds gratitude in their heart instead of hatred or jealousy, can you not feel that as well?

DAY 2 :

GRATITUDE WITHOUT REASON



So once your gratitude becomes overwhelming people will feel it in your presence. This is why holding on to your gratitude without a reason and without words is the most powerful practice of a happiness coach.

This is what you can do today:

1. Continue with Gratitude for No reason activity
2. Today you won't use any word for expressing your gratitude
3. No Thank you (except in social situations)
4. Every time you use your signal, instead of expressing gratitude with words, focus on your heart and let it blossom there.
5. Let people experience your expression of Gratitude through the brightness in your eyes and vibration of your heart.

To begin this, just close your eyes and focus on your heart. You can feel the expansion of your heart with every breath. Imagine with every breath, it's expanding with Gratitude.

Do this for 21 times and start your day with today's activity.

At the end of the day, share your experience of doing this activity in the space below.

Please see the next activity after you complete this one. This will build your journey in a very powerful way.

DAY 3 : SMILE WITHOUT A REASON



As we all are here to explore happiness, let us explore a quite simple way to start spreading happiness – “**SMILE**”

The simple act of smiling brings down our stress and boosts our immune system.

As per a study- on an average, an adult smiles 20 times a day because he/she is searching for reasons to smile while a child smiles 400 times a day out of sheer joy, for no specific reason.

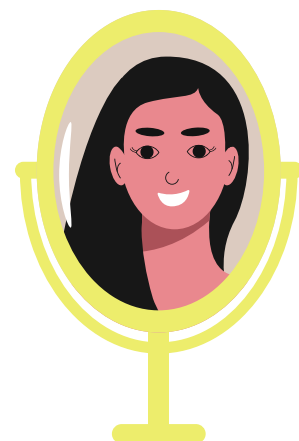
Even ultrasound technologies and researches tell us that we have been smiling in our mother's womb as well. Do you think there is a reason for that smile? Our reasoning brain is also not developed at that time ;).

Today let us use this smile to change the chemistry of our body and spread cheer and joy around.

But there is a catch in this activity.

The catch is that you **don't have to smile at others** (that's again a social decision) **but at yourself.**

Yes, at your own self.



DAY 3 :

SMILE WITHOUT A REASON



Here is what you can do today

1. Be aware of the times when you get too serious about something.
2. Every time you catch yourself being very serious, you smile at yourself.
3. This smile is a reminder that you are not the one who is driving this universe.
4. Keep a count on your smiles.

Many times, we start to believe that this whole universe is revolving around us. It seems a very effortful process but many times, it's important to remind ourselves that there are many more who were here before us and even after they left, the world didn't stop. In fact it is doing better without them.

So today, you smile to lighten up everything.

At the end of the day, share your experience of doing this activity in the space below.

Please see the next activity after you complete this one. This will build your journey in a very powerful way.

DAY 4 : NOURISH A LIFE



What happens when you are passionate about something?

You give yourself fully into it without worrying about your own comforts or discomforts. You lose track of time. Nothing else matters to you. You are emotionally involved and charged.

Isn't it?

What if this act of passion is not about you but about all!

What do you call such an act?

Yes, this is compassion.

Passion is about you but compassion is about all.

If the secret intent of your action is "what will I get or how will I benefit from it?" then it's Pretending Compassion, not compassion in itself.

Nowadays, you find so many people claiming to be compassionate and soon feel tired and exhausted of it. In fact such people have coined a new term "**Compassion Fatigue**".

There is no fatigue in compassion, there is surely a lot of fatigue in pretending.

DAY 4 : NOURISH A LIFE



This is what you can do today to expand compassion in your heart:

1. Get yourself a flower and keep it with you throughout the day. You can keep it in your hand, your bag or on your desk but make sure it remains fresh throughout the day. You keep protecting and nourishing this gentle piece of life as a mother of a new born child.

2. Do at least 1 such thing where you may not get anything at all (not even the joy or satisfaction of doing something for someone.)

We know it's very difficult to do that but what's the fun in easy things in life?

Before you say it's not possible, give this a try. Maybe it's possible or maybe not.

3. Do something today that's not about you but about others. For example, being a part of some cause or just helping your spouse, kids or colleagues when they are not even expecting it.

You can do all or at least the first one.

At the end of the day, share your experience of doing this activity in the space below.

Please see the next activity after you complete this one. This will build your journey in a very powerful way.

WRITE YOUR EXPERIENCE

Name of the Activity...

Handwriting practice lines consisting of 15 horizontal dashed lines.

DAY 5 : CONTRADICTIONS OF MY LIFE



Let me share an experience of mine: I, at one point, used to ask my child to go out and socialize, make friends and so on. Later, I just observed and asked myself, “what am I doing?” Amusingly, I was doing completely the opposite!

When I had to make a choice for myself, I chose to stay solitary and not go out. Indeed, a contradictory thing to what I expected others to do! It never worked out and in fact created more conflicts. Later when I started socializing, I saw the same change in my daughter too.

So, for today, let us **observe the contradictory things that we do**. For Example:

1. We want to spread happiness, but we stay unhappy with ourselves or things and situations that surround us.
2. We tell others not to have expectations but at the same time we ourselves have a big list of expectations.
3. We would not like to invest in a start-up but would want others to invest in our start-up/business etc.

How many times what we advise and what we practice are in contradiction?

At the end of the day, share your experience of doing this activity in the space below.

Please see the next activity after you complete this one. This will build your journey in a very powerful way.

DAY 6 : TATHASTU



Once it happened. A crab saw a centipede and could not believe his eyes. One hundred legs! – how could one manage? He asked the centipede 'Sir, can I ask a question? How do you manage? Just looking at you walking I became so puzzled'.

The centipede started thinking; which one to put first and which one to follow? But then he could not take a single step! He wavered and fell. He was very angry at the crab and he said you fool! Now I will never be able to walk, I will be worried which leg to put down first.

It is a beautiful parable. This is what has happened to most of us now.

When we were born, we knew how to love, how to be compassionate, how to stay happy for no reason, how to be unconditional and limitless. But we questioned and reasoned it and created more doubt. Now we are trapped in our own thinking. Because each of our feelings is supported by a subtle cosmic principle that says **“Absolutely Yes”** and **“As you Wish”**.

If we label something **“Difficult”**, the universe says absolutely yes!

If we label something **“Easy”**, the universe says absolutely yes!

It doesn't differentiate, it innocently supports and welcomes all that one's heart feels and helps experience more of that.

DAY 6 : TATHASTU



This principle is called “**Tathastu**” in Sanskrit which means “**As you wish**”.

Instructions : Today throughout the day whenever you feel an inner conflict, sit down and do this exercise. Also, repeat the same thing before you sleep tonight and immediately after waking up next morning (if you do wake up ;):

Step 1: Close your eyes and take a few deep breaths. Slowly start putting your energy into bringing a “ big yes” with each inhalation, make a mantra of “yes”.

Step 2: Begin repeating "Yes, yes". Get in tune with it. First you will be just repeating it and then get into the feel of it, begin to sway with it.

Step 3: Allow it to come all over your being from head to toe. Let it penetrate you deeply.

Step 4: Take the “Yes” mantra through the day and silently say "Yes...yes..yes!" in the background. Let this “Yes” slowly erase all the doubts you hold.

Happiitude Tip:

Yes is light, no is darkness. If you really want to do anything in your life, you have to learn the way of yes. Life becomes a blessing, a great adventure if you are ready to say yes to it.

At the end of the day, share your experience of doing this activity in the space below.

Please see the next activity after you complete this one. This will build your journey in a very powerful way.

WRITE YOUR EXPERIENCE

Name of the Activity...

A large orange-bordered box with rounded corners. Inside the box, the text "Name of the Activity..." is written at the top left. Below the text are 15 horizontal dashed lines for writing, spaced evenly down the page.

DAY 7 : PARIKRAMA



"If you do not finish what you begin, what you begin will finish you."

This is a very old saying that reminds us how important it is to close the cycle. Many times, we start things out of enthusiasm or motivation but leave them midway.

In Indian temples, you always take a parikrama (moving around the circumference of the building). This completes your visit to the temple.

Today is your parikrama. Let us do the following:

1. Go through all the six activities that you have done so far and choose the one that resonated most with you.
2. Today you will repeat the same activity and share your experience.
3. Identify all the items in your life that you have left mid way.

Pick up at least 3 such items that you can finish in the next 24 hours.

At the end of the day, share your experience of doing this activity in the space below.

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