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STRENGTHENING THE PRACTICE OF THE INDEPENDENT IP ATTORNEY

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Introduction



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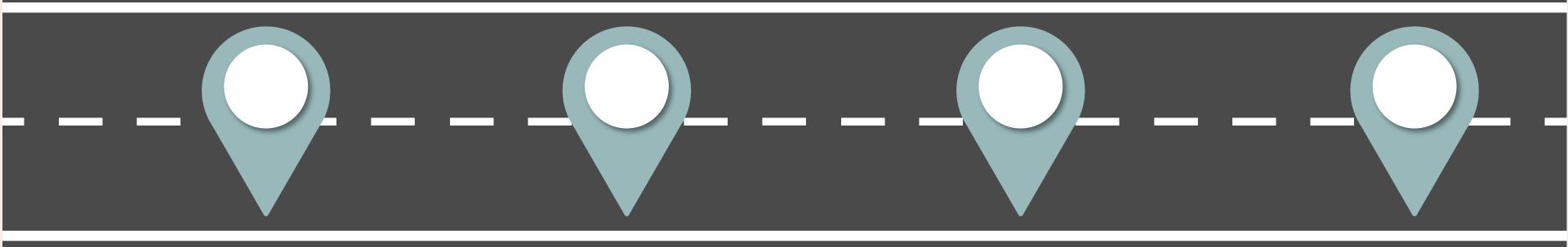
Gecko Rock private nature reserve



Primal LEADERSHIP



Who Am I



Mind Intelligence

Self Aware Curious Open Minded Present Focused Inspired Innovative Creative

Body Intelligence

Strong Immunity Healthy Digestion Restorative Sleep Vital Energy Rhythms & Cycles Alignment Ability to Rest

Emotional Intelligence

Emp Able to R Emo Inte lealthy E althy Se Trus

- Empathetic
- Able to Give and
 - Receive
 - Emotionally
 - Intelligent
- **Healthy Boundaries**
- Healthy Sense of Self
 - Trust in Life

Breathe Intelligence

Flexible Adaptable Diaphragmatic Mostly Nasal RRR 8 - 14 BPM





You either walk inside your story and own it, or you stand outside your story and hustle for your worthiness.

Brene Brown

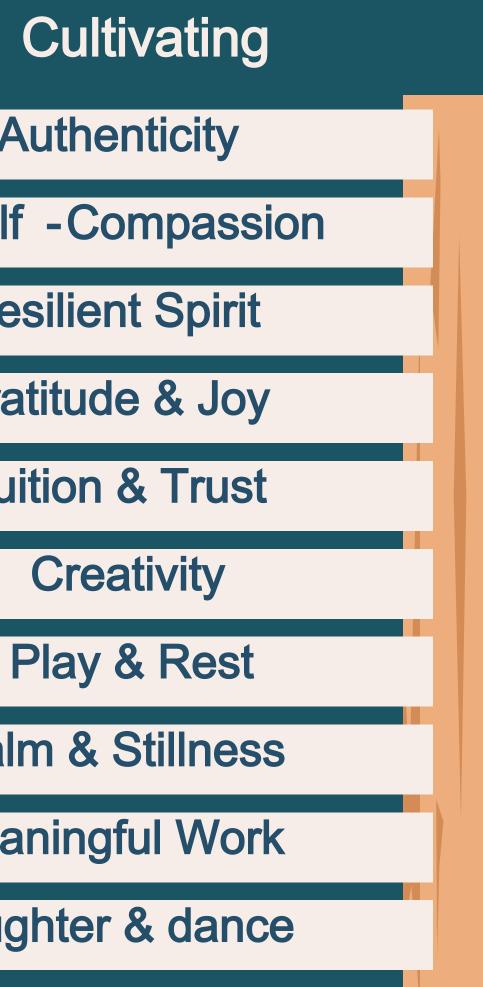
Authenticity

The quality of being aware, genuine, real and true to yourself, your beliefs and aligning and living from your inner values and character.

- Know themselves well
- Acts Congruently
- Communicates Openly
- Takes Ownership
- Embraces Vulnerability

Calm, Courageous, Clear, Confident, **Compassionate, Connected and Curious**

Letting go of...



What people think	Authe
Perfectionism	Self -Co
Numbing	Resilien
Scarcity & Fear	Gratitude
Need for Certainty	Intuition
Comparision	Crea
Exhaustion	Play a
	Play & Calm & S
Exhaustion	Play & Calm & S Meaning
Exhaustion Anxious Lifestyle	

Victim Mask Bully Mask Humor Mask Stoic Mask Perfection Mask Self-Deprecation Mask Avoidant Mask Control Mask People-Pleasing Mask Social Mask



Vulnerability is..

The courage to show up and be seen when we have no control of the outcome.

- Uncertainty
- Risk
- Emotional Exposure









Withdrawing, hiding, silencing ourselves & keeping secrets

Seeking to appease & please





Trying to gain power over others, being aggressive and using shame to fight shame



Needs Values Beliefs Who Am I Character Identity Assumptions Worldview

VULNERABILITY IS THE BIRTHPLACE OF LOVE, BELONGING, JOY, COURAGE, EMPATHY, MUTUAL ACCOUNTABILITY, AUTHENTICITY AND TRUST.

Brene Brown



Integration

Feel

Think

WHOLE

Do

If you think dealing with issues like authenticity and vulnerability are not worthwhile because there are more pressing issues, like the bottom line or attendance or standardized test scores, you are sadly, sadly mistaken. Its underpins everything.

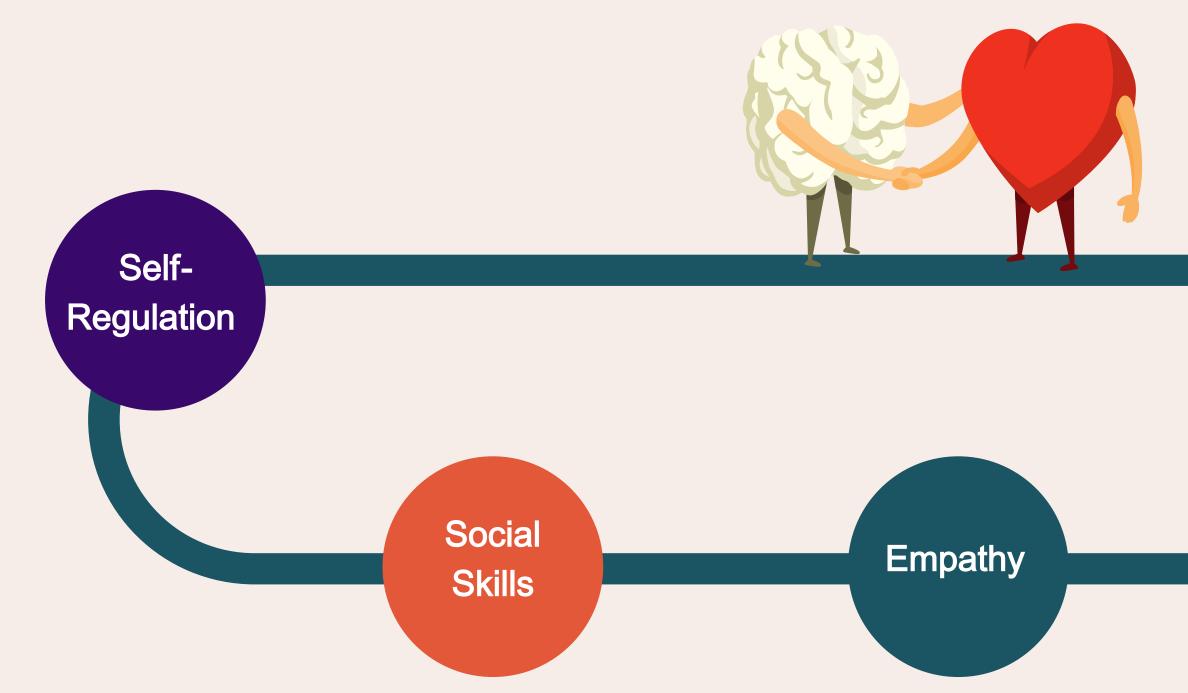
Brene Brown

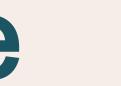
VULNERABILITY IS OUR MOST ACCURATE MEASUREMENT OF COURAGE.

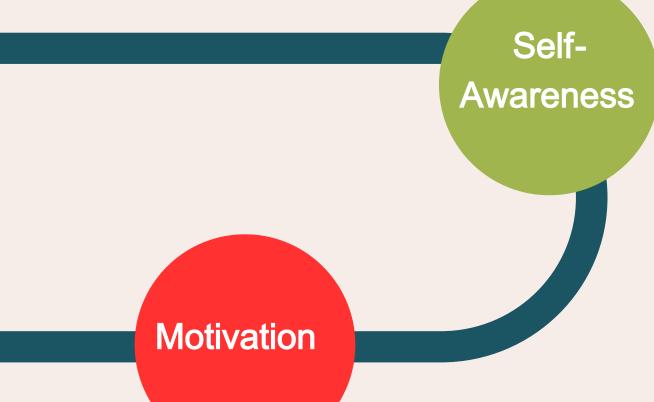
Brene Brown

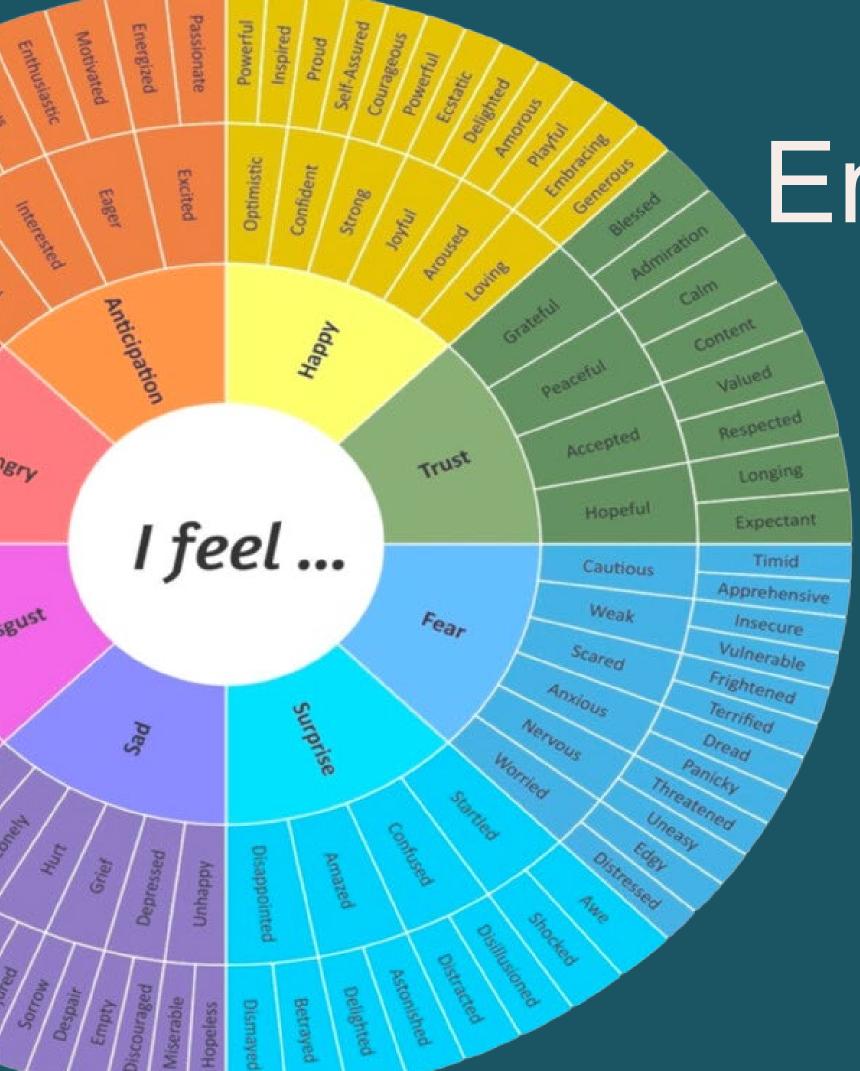
Emotional Intelligence

Is the capacity to blend thinking and feeling to make optimal decisions. It's being smarter with feelings.









Emotions MATTER

RECOGNIZE UNDERSTAND LABEL EXPRESS REGULATE



UNPRODUCTIVE WAYS OF OFFLOADING EMOTION.



DEFENSE

Anything we do to avoid emotions

CORE EMOTIONS

Feat, Anger, Sadness, Disgust, Joy, Excitement, Sexual Excitement.

OPENHEARTED STATE OF THE AUTHENTIC SELF

Calm, Curious, Connected, Compassionate, Confident, Courageous & Clear

INHIBITORY EMOTION Anxiety, Shame & Guilt

Self REGULATION

Neocortex

Limbic

Primitive **Brain**

> DISTRUST Heart Brain



Prefrontal Cortex TRUST

Amygdala

Primal LEADERSHIP

The hidden driver of performance is Emotional



THE NEW YORK TIMES BESTSELLER

POSITIVE Intelligence

Why Only 20% of Teams and Individuals Achieve Their True Potential AND HOW YOU CAN ACHIEVE YOURS

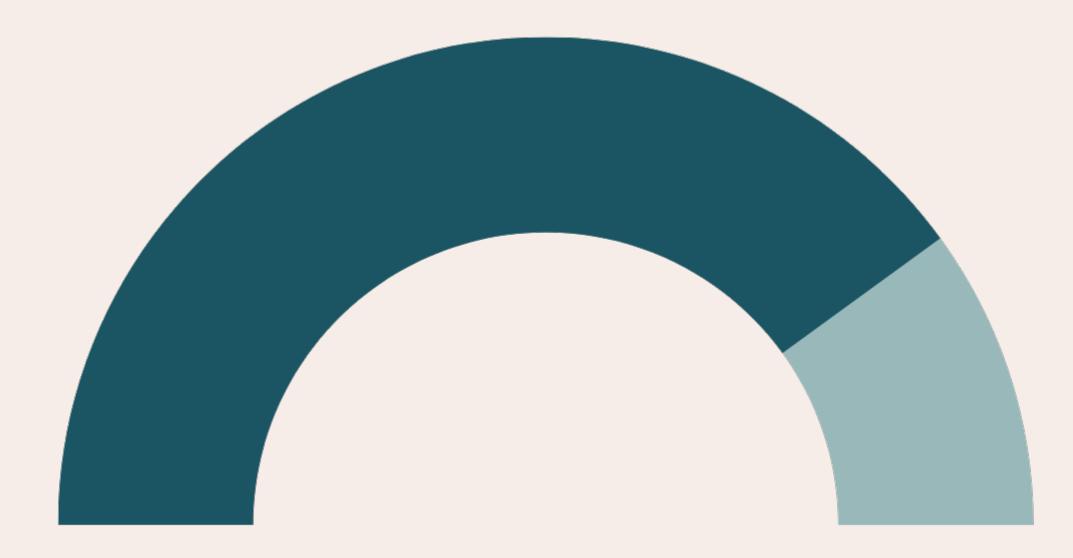
"Positive Intelligence can change your life and transform your business. A real game-changer." —James D. White, Chairman and CEO, Jamba Juice

SHIRZAD CHAMINE



LASTING BEHAVIOURAL & EMOTIONAL CHANGE REQUIRES...

80% Mental Muscle





20% Insight

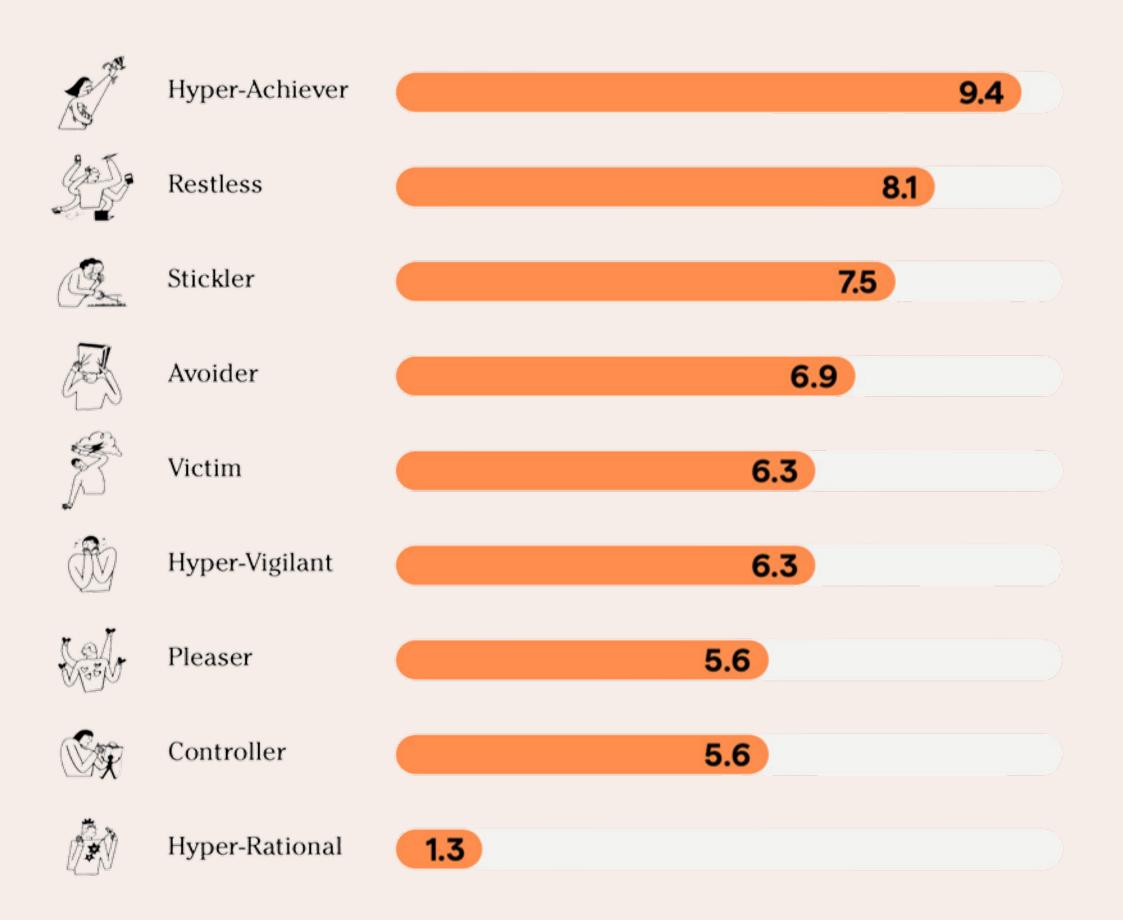
Mental Fitness

Your capacity to respond to life's challenges with positive rather than negative mindset.



SELF-SELF-SABOTAGE

SELF MASTERY SABOTAGE



Saboteurs

Judge Controller Hyper -Achiever Restless Stickler Pleaser Hyper -Vigilant Avoider Victim Hyper -Rational



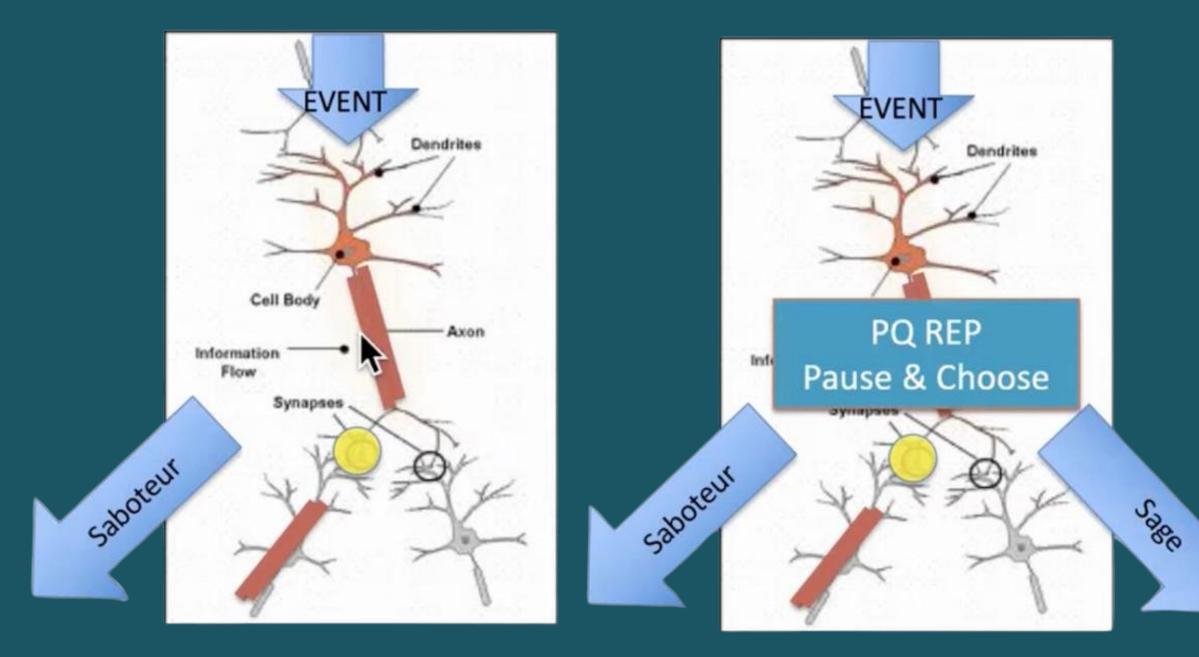
Empathize

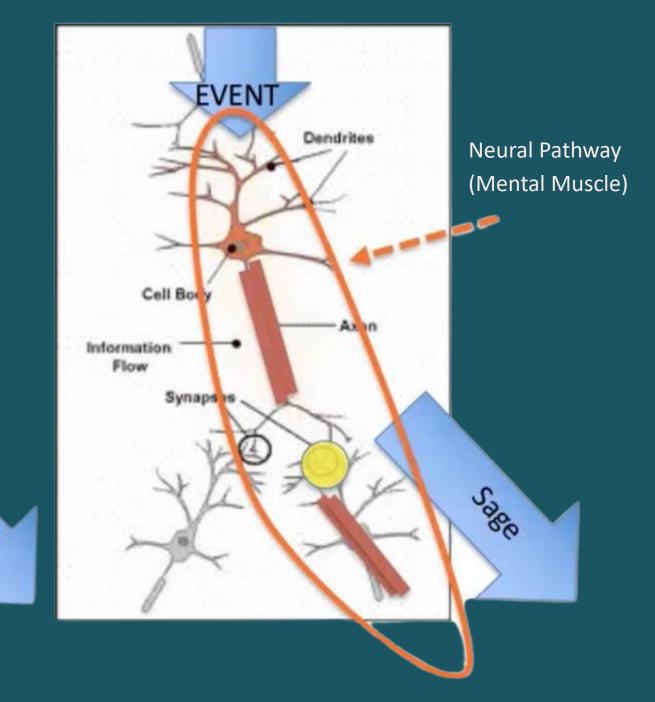
Explore

Innovate

Navigate

Activate





Simplicity of the PQ Operating System

Catch Your Saboteur

Energize your Brain

If you are feeling negative emotions You are in Saboteur Mode.

Do some PQ Reps Activate Sage Mode.

Use Your Sage Brain

The SAGE Perspective **Convert situation** into a gift / opportunity.

The Gift

Use SAGE powers: Empathy, Explore, Navigate, Innovate, Activate

Sage Powers



Empathize

Demonstrate kindness and compassion towards self and others.



• Explore

Great curiosity and an open mind. Have a full sense of what is going on from multiple angles. Discovering what is.



Innovate

Generate multiple solutions to the situation. Inventing what isn't.



Navigate

Discern what is important and what is not. Follow your internal compass.

Activate

Moves you into pure action, where all mental and emotional energies are laser focused on action.



Meet your Master Saboteur: The Judge

- Judging Self
- Judging Others
- Judging Situations & Circumstances

(current circumstance is not good enough to be happy, "You will be happy when.....")





Controller

Anxiety-based need to take charge and control situations and people's actions to one's own will.



Hyper-Achiever validation.

Dependent on constant performance and achievement for selfrespect and self-



Stickler

Perfectionism and a need for order and organization taken too far.



Pleaser

Indirectly tries to gain acceptance and affection by helping, pleasing, rescuing, or flattering others.



Loses self in comforting routines and habits. **Procrastinates on** unpleasant tasks.

Persistent and extreme focus on internal feelings, particularly painful ones.

Avoider

Victim



Restless

Restless, constantly in search of greater excitement in the next activity or constant busyness.



Continuous intense anxiety about dangers and what could go wrong.

Hyper-Vigilant





Intense and exclusive focus on the rational processing of everything, including relationships.

Hyper-Rational





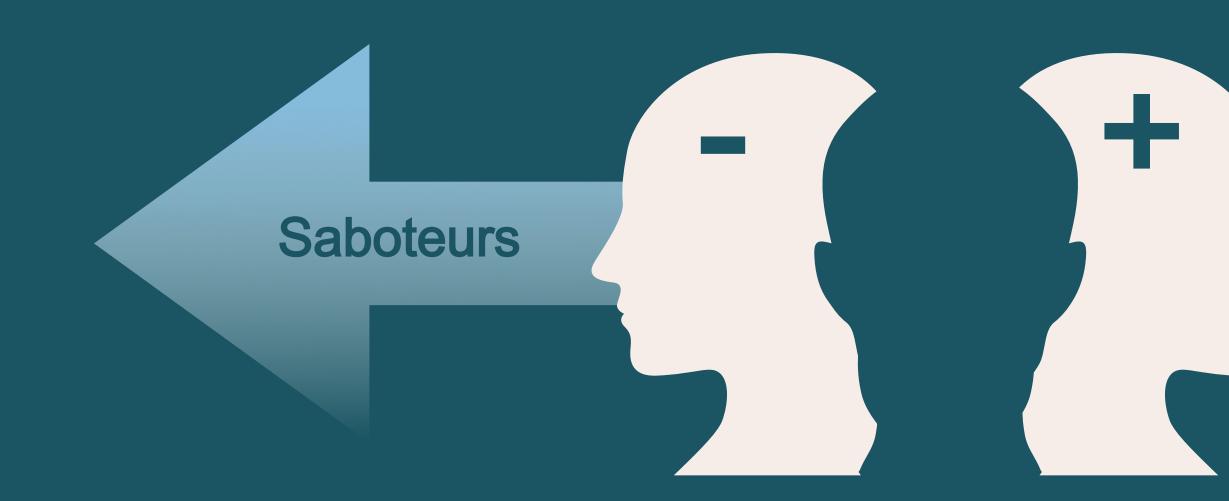


Victim Avoider Hyper-Rational Stickler Pleaser Hyper-Vigilant

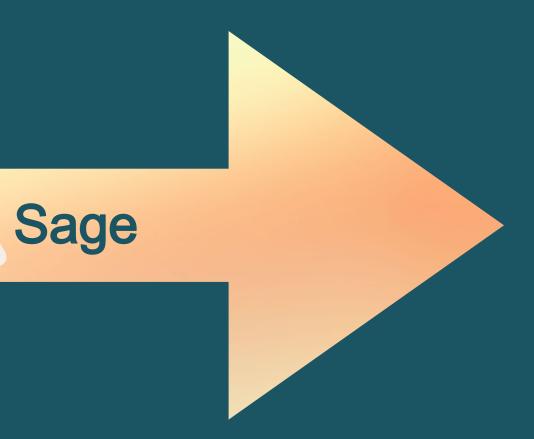
CONTROL



Hyper-Achiever Controller Restless



Motivates you through negative emotions... fear, stress, anger, guilt, shame, insecurity Motivates you through positive emotions... empathy, curiosity, creativity, passion, purpose



The Controller

Has a need to take charge and control situations and people's actions. When this is not possible, it causes high anxiety and impatience.

Sage Underlying Strength: Confident, Action-orientated, Decisive, Willful, Persistent.

Saboteur Abuse:

- Need to confront and dominate
- Can be confrontational and not open to influence





All your <u>distress</u> is self -generated. To be more precise, all your distress in the forms of anxiety, disappointment, stress, anger, shame, guilt —all the unpleasant stuff that makes up your suffering —is generated by your own Saboteurs.



WHO AM I

HEART INTELLIGENCE

MIND INTELLIGENCE

BODY INTELLIGENCE

BREATH INTELLIGENCE

The hidden driver of performance is Emotional

Insight is not sufficient for growth Building Mental Muscle is Key

HOW YOU HOW YOU OHA



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FICPI // Events 2025



FICPI World Congress & ExCo Meeting 12-18 October 2025 Naples, Italy

FICPI Korean Symposium 2-5 April 2025 Jeju Island, Republic of Korea



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