

**INSIDE
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Trust Is Like a Spider Web: Strong and Delicate

In a book I recently read, **trust was defined in one word: predictability.** That was insightful. Then I asked myself: "Is that all? Maybe that's exactly what trust comes down to."

I started looking at trust more carefully, or more specifically, my use of trust. I felt it included **more than predictability.** But what was that "more?" I looked at trust, for me, and saw that what was missing in this one-word definition were additional components that give trust its almost mercurial characteristic. I would like to mention them here.

I have found that trust includes a sense of reliance in someone's character. **Where predictability infers expectation, reliability infers consistency.** Whether it is a sense of reliance in their sincerity, their competency, or the way they show up, reliance in someone is a major ingredient to trust.

Another component to trust is understanding one's motivations. Motivations reveal intentions, priorities, goals and needs. **When I understand someone's motivation, I can bestow trust.**

Still, another component to trust, is **the feeling of true authority born by experience and not merely by knowledge.** When I sense that someone is a student of what they are talking about, rather than a transmitter of information, I can grant trust.

What I find interesting about trust is that we can provide trust quickly, slowly, or not at all. There seems to be a continuum for the application of trust. I have found that **this continuum revolves around feelings of safety, feelings of reciprocity, and feelings of being understood.**

Trust is a mighty **bridge to building and sustaining connection.** And like a spider web-strand which is ten times stronger than steel at its same weight, trust is a strong bond between people. And again, like the spider strand which can break and change the nature of the web, trust can be broken or suddenly withdrawn, and like the spider web, this **break of trust changes the nature of the relationship** to which it was bound.

Let me know your thoughts on trust. How do you experience trust? How do you dole out trust? What causes you to withdraw trust?

Life is so much brighter when we focus on what truly matters...



We have heard the phrase *“live each day like it’s your last”*. We updated it to *“live each day like it’s your best”*.



This Month’s Offer:

For those of you in the **Life Focus programs**, we will provide **an extra 20 minute call with Bhaj** for a question or concern you might have about building your own significance.

This is in addition to your regular February call with Bhaj.

Contact grace@focusandsustain.com to take advantage of this exclusive offer.

This offer ends on **February 23, 2018**

The Olympic Quiz

Around the world, The Olympics, Valentine’s Day, Independence Days, People Power Day, and so much more dot the landscape in February.

For this month’s trivia, we will focus our attention on the Olympics and see if you score enough for a Gold Medal on Winter Olympics Trivia.

New Events carry a unique appeal and this year is no exception.

Which one of the following is NOT on this month’s roster?

- Snowboarding Big Air
- Skeet Shoot and Curl Combination
- Mass Start in Speed Skating

Yes, on the Big Air Snowboarding, executing tricks without contact with the ground. Yes, on the mass start in speed skating for that extra adrenalin rush. Sorry but the skeet and curl combo will have to wait for another Olympics.

We normally see 3 people on the podium receiving their medals. But wait, what about the fourth place finisher, what do they receive?

4th place finishers receive:

- Kudos from their families
- A medal of honor
- A diploma
- They’re 4th, they receive nada

They, as well as 5th-8th place finishers, receive a certificate typically sold afterward on Ebay for about \$200 while the Gold medals go for about \$85,000.

“You never know how strong you are until being strong is the only choice you have”

Bob Marley

Life Matters

Tips and Quotes



Money Focus

Take out the communication checklist and use it as a guide to help you through a sensitive money conversation.

Remember these points:

- As the initiator of this subject, determine your intention for the conversation. Separately, determine the outcome you want. Your spouse/partner will do the same.
- Make sure **neither the intention or outcome either one of you wants is accusatory** or includes action the other person must take.
- **Do not interrupt each other** as each is making their points. NO point can be accusatory or directed at the other person.

Quotes to Inspire a Focused Life

“To thrive is to be in control. To be in control you must know what to control and why you want to control it.”

Bhaj Townsend

“The ultimate value of life depends upon awareness and the power of contemplation rather than upon mere survival.”

Aristotle

“Always vote for a principle, though you vote alone, and you may cherish the sweet reflection that your vote is never lost.”

John Quincy Adams

“Do not dwell in the past, do not dream of the future, concentrate the mind on the present moment.”

Buddha



Legacy Focus

Is there meaning and purpose to your family's money?

Family money needs to be separated from individually earned or distributed money. To grow, the family money **needs to have its own purpose separate from individual money. Family money **supports the unifying purpose of the family.****

Without a purpose for the money your family runs the risk that some individuals will find their own purpose for the money, feel entitled to it, or fight for their share.

Without purpose to the money, **your family will most likely lose its wealth in 2-3 generations.**

Life Matters



Which Should I Choose: The Olympics or The Oscars Swag Bag?

Choices can be difficult to make and I find myself at the crossroad of choice. Do I pick what's at my right or at my left? At my right is the Olympics Swag Bag and at my left, the Oscars Swag Bag. Without knowing what is in either, which would you pick?

Well, let's open each one and see what's in them. The Olympic swag reportedly includes a **stuffed bear**, good to cuddle with and get expert advice before the "the big race." The U. S. athletes will have Ralph Lauren **parka and bomber jackets with built in warmers** lasting up to 11 hours. Now that's cozy! Nike is providing their Hypershield Summit Jackets for the podium medal recipients. Hey, the average high temperature is usually 22 degrees. Other items are still a mystery but if 2014 is an indicator, there will be **a lot of sports gear for the athletes to swag with.**

Now, let's look into the supposed 2018 Oscars' swag bag. Its contents have not yet been revealed but in 2017, attendees, just for attending, got **cocktails, jewelry, supplements, make-up, skin care products, clothes, designer watches and knives and iPad cases.** Nominees, in 2016, received laser treatments, vibrators, a private 15 day walking tour of Japan, a 10 day VIP trip to Israel, personalized items and other **gifts valued at nearly \$250,000.**

As neither offers a walking stick, I feel confident that I can enter either event and offer my services as an exclusive benefit. But I think I'll see how I can snag both swag.

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"It is good to have an end to journey toward; but it is the journey that matters, in the end"

Ursula KLe Quin