

Happiness Leads to Success with Celebrity Happiness

Coach Robert Mack

Most of my life if I were to describe it in a late person's way I'd say most of my life I was deeply truly unhappy In other words I was perfectly unaware of the innate and intrinsic and inherent happiness that existed within myself and all of us at all points in time I mean that's why I was depressed and suicidal You know for so long this episode is brought to you by three books Happiness from the Inside out love from the inside out And as always the book conversations how to manage your business relationships One conversation at a time by yours truly Ivan Farber all three books are available on Amazon and Kindle Hello everybody and welcome to conversations about conversations If you're someone who wants to be a more effective leader and be inspired by others' examples this show is for you We talk with movers shakers and difference makers about the important and meaningful conversations that they lead in the world Our guests are business leaders authors speakers podcasters coaches and more We're building a community of conversation leaders What is a conversation leader You might be asking Well quite simply you are you're leading conversations every day all day long And what I want to encourage you to ask yourself is what are the conversations I'm leading How effective am I at leading them Why am I leading them and whom am I leading conversations for Now Today's conversation leader is coach Robert Mack Now Robert is a positive psychology expert He's an executive and celebrity happiness coach He's the author of the books Happiness from the Inside Out the art and science of Fulfillment and also love from the Inside out lessons and inspiration for loving yourself your life and each other But wait there's more In addition to serving as a celebrity love coach for famously single on E network for two seasons He also worked as a consulting producer and on camera expert for Oprah Winfrey and executive producer and host of Good Morning La La Land on Apple TV and Hulu He's been featured on television shows like Good Morning America today Show CBS morning Show Access Hollywood And now for the first time ever conversations about conversations Robert is one of the most exciting engaging and extraordinary coaches and speaker in the world today But all of this is not what impresses me most about Rob in preparation for this conversation I listened to 20 interviews and what impresses me most is the quality of his ideas and the quality of his

conversations So please help me welcome Robert Mack Rob Welcome Oh my goodness Thanks for having me I just more and more and more It was so great I mean I appreciate the introduction and I appreciate you inviting me into the conversation Well there's definitely more coming but before more comes I want to give you the opportunity since I've done all the speaking so far to make an opening statement And I'd like to hear in your words the answer to this question What are the conversations that you're leading Hm Often silent ones you know I think the highest teaching is and happens through silence right They're silent transmissions I think it's um easy for lots of us And um I'm the poster boy for this probably most of my life to try to teach through words what can only truly be taught through presence and by living the truth instead of just talking about it instead of just preaching it And so uh being the change I think is where I always want to start and that's um the state of being and not just a matter or manner of talking Right So for me that's where it starts is doing the inner work in a way that allows me to show up and be the conversation or be the communication in a way that um I can then follow up with words who since we get to invent anything and things are invented in language who do we want to be in this conversation Hm Think whoever we are whoever we are whatever shows up is um I think to be loved and welcomed and celebrated I would say that um at the best at my best I get out of the way and I let whatever comes through come through you know so the real conversation um or the real work to be done often happens in advance of this formal conversation right So uh yeah at my best I'm a microphone a ballpoint pen you know a megaphone maybe maybe uh an empty hollow bamboo shoot or a flute Uh for a deeper wiser sort of more timeless and transcendental message I think ultimately uh it doesn't need to be or sound that complicated It could be very simple Uh But I think yeah for me that's what it's about I don't want to recreate all of the interviews I've already done So having watched or listened to 20 interviews I wanna do something different and instead of a conversation for how to be happy what makes people unhappy Yeah So it depends on who you ask Uh And it depends on when you ask them I'd say that most people would tell you that what makes them most unhappy or unhappy at all is other people conditions circumstances places and activities right Um I'd say that's ultimately it so let's say it's health or lack thereof and money and lack thereof and relationships and lack thereof and um education and like thereof And so all of these circumstances and conditions people places activities um that make them unhappy and let's say they're not wrong Um There's a deeper truer

answer and I'd say that it's mostly an overthinking over analytical obsessively compulsively thinking mind that obscures the innate and intrinsic and inherent happiness that exist within and as all of us So it's mostly if not entirely overthinking Yes it's the thinking Yes Why is happiness important for success in life and business Yeah it's it's the reason we strive for success in life and business It's the reason we aim for wisdom or health or beauty It's ultimately the greatest good That's number one is that all success strives for happiness and yet no success can deliver or guarantee or provide happiness And so that's why you know first and foremost um then more than that And so in other words it's a feeling we're ultimately after that's a not a perfectly accurate way of expressing it It's a concession to language but we're ultimately after a feeling you might call that feeling peace or love or happiness or contentment or abundance or success But the second reason is is that in addition to feeling good which is the point of it all when you feel good first life gets better Second and so the happier you are the happier the circumstances tend to be around you and the conditions around you the people around you And so there's something extraordinarily attractive and not in a sort of spiritual platitude or cliched sort of way But based on decades of research and evidence we know that the happier you get the better that life tends to go not just subjectively also objectively Right So it improves and enhances your health and your immune response It may help you to make and save more money It helps you to get into relationships and stay in relationships and stay in those relationships in a happy way right It helps you to prevent job burnout It helps you to perform at your best You're more creative You're a better problem solver You're about 500 to 1000% more effective and efficacious or whatever it is that you happen to be doing at the time when you're in slow state And so for reasons that are both objective and subjective uh happiness is I'd say a master key and a pretty good intention to set for yourself What percent of the time would you say you are happy versus unhappy 100% And that's true for everyone Now we're not always aware are 100% unhappy 100% happy 100% happy Yeah And then that's true of everyone Um The difference is and this is the where the and the comes in we're 100% happy In fact I'd say we're 100% happiness but we're not aware of our innate intrinsic and inherent happiness 100% of the time And so what we usually normally think of as happiness is actually awareness of the preexisting sort of in eternal happiness that exist within and as all of us all the time And that's why you can have a moment where you feel extraordinarily unhappy nothing around you changes nothing inside of

you necessarily changes you suddenly feel happy or vice versa Right That's because this you're always essentially we are all always sounds so yeah negative But we're drowning in we're swimming in we're flooded by consumed with happiness Happiness is really all that exists But our awareness of that happiness ebbs and flows It comes and goes It's such a foreign concept for me Robert Yes I have spent I would say more than 95% of my life unhappy And I had a conversation with my son recently because he chose a college and he decided it wasn't right the college for him And he said dad I always wanted to be more successful than you And but I what I realized is I actually want to be happier than you And I said yes I have spent most of my life being unhappy and it's not that I don't have a great life I feel very grateful for the life I have but I don't spend 100% of my life But I'm I get I think I get what you mean there because I've watched 20 interviews and that is it I I am always happy as a baseline And then my thinking comes in and makes me unhappy and obs obfuscates the happiness That's right That's right Exactly Yes Um I and I would say in in in another way to say it and not maybe quite as eloquently as you just did but we're 100% happiness right We are essentially happiness We are essentially love It's another synonym for happiness Um Peace is another synonym for happiness Um So unless we can get caught up in the language and semantics the experience matters more than any particular description or explanation Uh But the idea is that we're 100% that all the time And sometimes we're aware that we're that and some sometimes we're not aware that we're that another word is enlightened You know we're 100 we're enlightened 100% of the time And when we're aware of that enlightenment we call it enlightenment When we're unaware of that preexisting always existing enlightenment we call it unenlightened or lack of enlightenment right And so a good metaphor for it is like the sunshine right There are some days that just seem so gray and overcast and it's rainy and you say oh it's just not a sunny day outside Well is that true I mean the sun is always just right there burning and blazing and heating up the earth in the way that it always hasn't gone anywhere It's right there but there's some cloud cover and the cloud cover is obscuring or slicing Um you know your experience or your awareness of the sun and the sunshine that's always there But at any point in time you can come back to that recognition that the sun hasn't gone anywhere and the happiness inside you hasn't gone anywhere either That reminds me of a chapter in Michael Singer's book The untethered Soul where he talks about the sunshine being there And then we create walls to protect us We get accustomed to the walls Then we feel unsafe And then

all of a sudden we're like well we could put the lights inside We don't need the light from the sun So that is what I thought of And I had a sense that that's a book that that you'd read as well Love Michael Singer you know a book great metaphor That's absolutely it And sometimes I'd say too that it seems as though we put our back to the sun because we begin looking for we you know we're we're convinced that the sun isn't there And so we go we turn our back to the sun and we go then begin looking for sources of light in every other direction right But of course that's ultimately fruitless because the sunshine is always right there And all you gotta do is turn around and face it That essentially is what the inner journey is about That's what inner work is about It's where you know all the mystics talk about what psychologists and therapists ultimately are aiming at even if we don't always do it you know in the most accurate or most direct and most efficient way Um The point and the purpose is to do an about face a U turn and to look within and discover that this eternal sunshine of the spotless mind or this invincible summer that Albert Albert Chemist talked about is always right there within you And as you and it doesn't require you thinking a whole lot different In fact the less you think the better doesn't in fact require you doing a whole lot of things differently In fact the less you do probably the better Um But yeah we're distracted and it's because of a distracted an undisciplined mind that we experience a little happiness Well you've changed my life and will change lives of the members of the community and the people that have the privilege of hearing this conversation and you change it from all the interviews But also when I in asking you what percent of the time and you answering 100% you've just given me permission to be happy 100% of the time So thank you for that Thank you for sharing that Um You and I talked a little bit about this before we came on the air here I that's like that's transformative for me it's life changing for me to hear that And I've often struggled to receive such generous gifts So thank you so much for saying and sharing that And um to your earlier point you know most of my life if I were to describe it in a late person's way I'd say most of my life I was deeply truly unhappy In other words I was perfectly unaware of the innate and intrinsic and inherent happiness that existed within myself and all of us at all points in time I mean that's why I was depressed and suicidal you know for so long And um it's interesting now that we'd be having this conversation and I feel like gosh that seems like so long ago and yet also just yesterday that I didn't have an awareness of any of this Um So things can change pretty quickly They don't need to but they can on Amazon the

description in your book Happiness from the Inside Out says happiness from the Inside Out describes eight tried and true principles for realizing unconditional happiness and achieving unparalleled success that comes with it Would you be willing to share a few of those eight principles with us Sure Uh See if I can even remember them all by name Um I certainly remember the concepts I'd say the first and the most important is the path of least energy investment Sometimes we may call it the path of non resistance It's lazy intelligence is what it is So it's taking the Laziest but smartest path to achieving accomplishing acquiring experiencing whatever it is that you wanna achieve accomplish acquiring an experience right So it's taking the direct short path to happiness and therefore success and love and health and abundance And so that's all about stepping all the way back from your life and asking yourself first and foremost what is this very long life especially if I'm unhappy or miserable and also a very short life particularly if I'm happy and having a great time What's it all for What's it all about What's the getting up in the morning and the brushing the teeth and the going to the work and the job and fighting with the relatives of the family or the friends and you know what's all that for and for me it's for feeling the feeling I call happiness and also call it peace or peaceful aliveness But the first rule in law is to take the path of least energy investment with the Laziest smartest approach to getting what you want So that's all about going directly to the source for happiness right So instead of routing your happiness and your peace your love or self love through other people places and things you go directly inside yourself for it You know you stop waiting and hesitating and procrastinating and postponing this happiness thing or this love thing or this abundance thing or the success thing and you say no I've had enough I want it right here and right now which is by the way the only time and place we can ever have happiness or peace or love it's here And now got it Would you like to talk about some of the other principles Yeah Um you know I think ultimately you know one of the principles I think that sort of stands out for me the most is just um a practice and of self appreciation You know it's a self love and a lot of that and actually a lot of the other principles can be summed up um in very simple sort of phrase which is learning to tell a better feeling story about yourself that self love and self appreciation about other people and like itself we call that love and about the world in general we might call that happiness but telling a better feeling story about yourself everybody and everything else But based in truth right This is something we're not taught as kids At least most of us weren't taught and hopefully it will increasingly be

taught But the idea is to be your own best friend and to think and talk in ways that support you in actually achieving accomplished acquire and experiencing what you most want to achieve Accomplish a choir and experience But most of us find something or someone or some part of something or someone or ourselves that we dislike that makes us uncomfortable And because it's true we focus on it and we keep focusing on it And somehow we think that by focusing on the problem we're gonna find solutions or we're gonna feel better by focusing on what feels worse But it doesn't work that way You know in order to feel and experience happiness you have to focus on happiness And if you want to find solutions you've got to be solution oriented You know the problem and the solution are on two different pages Happiness and unhappiness are on two different pages You simply cannot get East by going west in this particular way right In the in in this um sort of world of trying to discover or rediscover uh Happiness Happiness From The Inside Out was your first book Now your second book and more recent book is Love From The Inside Out It's clear to me that you're not exclusively talking about romantic love but rather love with a capital L This is a show for business people How would you extrapolate that to love and business Yeah So it's a great question um at the end of the day in my 20 years of work as an executive coach the number one theme without question that every professional has always wanted to work on no matter what else they want to work on has been executive presence It's executive presence And when I think about executive presence I think about the three piece the first piece presence itself that means keeping your mind where your body is right So that's the way Vince Bond the actor describes it There's an advanced or graduate level to that presence piece of executive presence which is keeping your mind quiet while your body does what it does OK The other two pieces are positivity on one hand And so that means starting and ending every conversation both live and virtual with positivity warmth and rapport building extraordinarily extraordinarily important when you do that Well you build a bank of goodwill with people that you can then lean on and they'll they'll make withdrawals from throughout the conversation If you say something that's a little off putting or you get something wrong or you're not as present the entire time the third piece is power it's really about confidence right And so really when you think about it when you're tapped in tuned in turned on and you're really happy and you're independently happy you're unconditionally happy peaceful you communicate without any words all three of those elements of executive presence you do it easily and effortlessly

and Enjoyably and with and automatically right So you're present effortlessly because happiness is presence you're positive automatically That's what happiness is It's a positive experience and a life affirming experience And you're extraordinarily deeply confident because you're not concerned about being pushed off balance or off center because you found your balance you found your center and it's independent of what's happening around you or what other people are aren't up to another way of saying describing that positivity is love that presence is love and that confidence is love It's both self love but it's also love for others When you no longer need to depend and you no longer outsource or delegate how you feel to other people You don't need their validation You don't need their love in order to feel loved or in order to feel love And you can therefore give away that love easily and effortlessly and without an expectation of reciprocity just because it feels so good right And so when you show up in this particular way you are being not only loving but love itself as a state of being right And then the person says they all put a thing or they say something that's insulting or offensive and you just smile it's OK It doesn't mean you might not feel a little something on the inside when the mind gets in there And so if you're a business person or professional you know love is really another way of talking about executive presence as is happiness as his peace Um And remember too love is uh strong it's not weak there's nothing weak about love and that doesn't mean you can't or won't be vulnerable Um But yeah that's kind of the way I think about love and happiness and peace is that these are all synonyms and executive presence There are ways of talking about the same experience and same energy but through different lenses and with different language I'm a lover not a fighter Yes I feel that from you I I feel that from you brother and it's I've had to learn how to take the same side of the table as my prospects or my clients or my managers But obviously it makes a world world of difference to approach from love Robert I'm really intrigued by your career and I'm gonna take a little bit of a a circle to to get to what I want to ask you about your career But I wanna say what's amazing is we got connected by one like one thumbs up on linkedin because I posted a short clip of another guest of mine Louisa Jewel who you know through through Penn and then all of a sudden you're liking my stuff I'm liking your stuff and then we're starting to see the conversations that each of us are leading And I just find that to be miraculous actually that in this world a like can lead to a relationship a collaboration It's it's a miracle I have found in all of the posting that I do You get so little of it and it's so easy to hit like or make a

comment but like you'll get tens of thousands of views of things and maybe 10 likes and as someone who has a low self esteem and has been unhappy most of my life up until now where I'm 100% happy Um I'm craving the likes but I I recently shifted that around and I just I'm an aggressive liker because I know how important it is I'm not the only one with low self esteem and what it opens up is relationship and collaboration and conversation And you know how like you I used to say well I liked it on Instagram so I probably shouldn't like it on Facebook And now I'm like it's getting like if I liked it one place I'm liking it every place anyway back to linkedin where we are connected So in preparation I looked at your linkedin profile looked at your resume your career and I can kind of see it unfold but I I don't want to make assumptions here I want to actually ask you you spent early on in your career time as a management consultant for Deloitte What was that like for you And actually from there if you would take us through how you got to where you are now as a happiness coach for celebrities and a producer for Oprah and things like that Yeah it's a great question Um So I fell into management consulting straight out of undergrad because all the smart kids with good grades were interviewing for either investment banking roles or management consulting roles I had no idea what I wanted to do with my life I did know that I loved psychology but I was concerned I wouldn't be able to make enough to survive doing it And then maybe also I get burn out Um And so I interviewed with Deloitte got the job hated the job I love the people I love the company I hated the job It was just not a good fit for me for lots of reasons I really wanted to talk to people about the more intimate details of their you know psychology and emotional life right So psychological and emotional life So I did that for several years And then I remember always thinking I'm never gonna be able to quit this job because it pays too well and it's too well respected and I'm not ready to disappoint other people and you know throw my life away is what it kind of felt like because I didn't have a backup plan I didn't know what I was gonna do if I didn't do consulting So lo and behold I end up um I entered and applied for a business school Um And part of it was um I wanted to move to Miami and work from a virtual office at a time where working from a virtual office was not really a thing Um And the company approved it and I began my MBA program and not long after that uh I remember getting a phone call and they said you know at that point I had taken an internal role at the company and they had said hey you know Rob um we're calling today we're gonna be outsourcing this part of the organization to uh to India And uh you know you have a choice You can you

know contemplate consider moving back into the consulting world or you can find uh you know work somewhere else And I remember thinking oh this is my big break I can find work somewhere else you know So in that in that experience I thought well I'll be able to find a corporate job pretty quickly At that time The economy wasn't doing so well And I was in Miami and there wasn't a whole lot professionally from a corporate perspective but a great consultant perspective that existed at least that I could find So I was walking along Lincoln Road one day in South Beach and some gentleman comes up to me and says hey hey can I bother you for a second I said sure And he said hey have you ever done any modeling And at first I thought he was joking for sure I thought he was joking or he's gonna rob me I didn't know what was going on but it felt like it was just you know a mismatch And he said um I said no I never have And I can't imagine doing that And he said well here's the card And if you ever are interested uh we'd love to you just stop down the agency and we'll get you set up So a few more weeks went by and I still realized I couldn't find a job and I'm starting to run out of money So I was walking along Lincoln Road or somewhere in that area again And somebody else approached me and basically made the same offer a different agency So at this point I thought well I gotta do something So I went to the agency uh the first one because I felt that was the right thing to do And I began a modeling career for about 10 years And some of that um ended up being a lot of acting work I did a show on um UPN or CW called uh South Beach Um but in the whole in that experience as I was doing that I was mostly becoming increasingly obsessed with happiness and the science of happiness I later discovered the masters of applied positive psychology program at Penn And I matriculated into that program graduated set up my private practice wrote my first book And then in the experience of all this happening you know because I was working in the entertainment field and had friends in entertainment I was becoming um more and more referred out or referred to uh as a love coach or a dating coach and a celebrity love and dating coach Because a lot of the friends and folks that I knew in that space were celebrities um so before long you know I was getting hit up by TV shows So I remember getting you know a call from uh someone at E uh television Um and they said hey we're doing this show It's called BC Single Are you interested in doing it And at first I said no I'm really not It's not really my thing I just want to help people and um they said listen that's what you get to do You can just be yourself you can help people and we'll tape whatever makes sense for us And so uh yeah and then after two seasons there I did the

um mind your business It was a show called Minor Business on on the own network which you mentioned earlier And so things just kind of kept seemingly falling into my lap out of thin air but I was working very hard at just trying to be happy myself That was the primary goal and the career stuff professional stuff sort of sorted itself out as I continued doing that And that doesn't mean that I didn't suffer it I suffered a lot Like I have no idea what to do with my life But the more I focused on just being happy the more I found that everything else around me began to become more and more clear I wanna move into the lightning round and in the lightning round of the show I'm gonna make a statement that you've said somewhere on one of the interviews I kept rewinding Like wait what did he just say Because there were so many mic drops and things I hadn't heard before And you know I'm a voracious learner and reader like you I mean Michael singer ear toli like there's a whole there's a whole list I mean we've I I think if we compared notes we'd have a lot in common but here we go lightning round You said on one interview that happiness equals C plus S plus V Tell us about that Yeah So um serious conditions and circumstances of our lives when we think about success that's usually what we think about health and money and relationships and number of kids and all that stuff Um Believe it or not Um That altogether only accounts for 10% of how happy or unhappy are we are And I would say that's a very liberal estimate OK But what do we call it 10% Um S is genetic set point So we're all born wired a little higher a little lower for happiness OK And so I was always convinced I was lower uh sort of wired for no happiness at all And I was so depressed and um believe it or not genetic set point accounts for about 50% of how happy or unhappy you are Now that being said that 50% is perfectly malleable it's plastic it's changeable It's not like height right It's not like eye color Uh It's something that uh you can change it's plastic And then uh finally there's the v which is the most important piece of all those are volitional or voluntary activities and that those activities things we think of like gratitude and optimism or um you know explanatory style grit and social support These are perfectly controllable and they influence those other two variables right And so really when you think about it 50% malleable genetic set point um you know 40% volitional activities or voluntary activities that's 90% perfectly controllable And then I would argue that the final 10% successful conditions and circumstances also changeable and controllable based on the volitional activities that you participate in or that you practice right So I'd say that ultimately happiness is 100% within your control And that doesn't mean that

you should always or need to always be happy by any extent Um And the way I often talk about happiness or always talk about happiness really is more an experience of peaceful aliveness and less you know rainbows and puppies and ice cream cones all the time Happiness is the master key to success Yeah So the happier you are the more successful you become to a large extent Now it is a bit of a bell curve So at some point you become so happy that you're not interested in chasing stuff or pursuing stuff anymore You're good So happy people live 6 to 7 years longer than unhappy people They make 600 to \$700,000 more on average over the course of their entire lifetime than their unhappy counterparts They get married earlier stay married longer and happier in all the relationships whether they're married or not because it doesn't have to do with marriage It has to do with love and happiness They experience less job burnout They are more charitable and generous and kind Meaning they donate more time energy blood to other individuals and social causes that they believe in Um also by the way doing that increases their happiness They're also rated as more attractive right So people will rate those folks who have a Duchenne smile smile that you cannot fake It activates like 300 muscles They rate those folks as more attractive physically than the folks that don't or aren't you know um holding a Duchenne smile So in every way um happiness increases the likelihood probability of success in your life and it does so in all areas of your life Um So it's important to remember that happiness uh leads to success and not vice versa Micro meditation Yeah It's one breath that you treat as though it's the last breath you ever take And so the simple and single goal is to enjoy one breath into the nose their stomach expand more than normally would and out of the nose that their stomach contract more than normally Would you let all your thoughts go And your only goal is to enjoy that breath as deeply as humanly possible like your last breath And the idea is to do that as often as you can throughout the day no matter what else you're doing you have to stop what you're doing in order to practice the micro meditation But the idea is enjoy more conscious breath for their own sake And you'd be surprised that within about 22 66 days you rewire your brain for a much more peaceful loving and joyful experience of life Oh It's a game changer It's already changed my game I'm doing it multiple times a day It's so great so great Next in the lightning round over trying gets in the way of being charismatic So the one thing we can say about very charismatic people is that our experience of them and our experience of ourselves when we're charismatic is that it's a kind of unconditional confidence that feels a little bit like soft or divine

indifference And so it's a it's a it's a non needy non greedy non desperate energy that we feel deeply on the inside And the most charismatic people don't feel that way only when things are going well or only when they're getting attention from others They just kind of feel that way about themselves quite consistently right And so a presence is another way to talk about it when you're tapped into getting turned on to your own I am presence In other words you're not focusing on what you're aware of but just the fact that you are aware right You just focus on the fact that that I am aware that I do exist and a story not a lot of discursive thought not a lot of an analytical thought that already exudes charisma right already communicates charisma And so everybody is naturally charismatic And the only thing that gets in the way of that is trying to be charismatic which often shows up in the form of overthinking There's another game changer for me I've been efforting effort to be charismatic Yeah it's a it's a fluid free flowing experience that happens automatically and easily and effortlessly when you let go Here's another thing you said you said the brain is good at survival but not so great at happiness Yeah So the brain is designed to keep you alive and it does it extraordinarily well and not all of the software is up to date right Um A lot of the software is a little outdated And so we sometimes respond as though we're still living in cave people days And so and that's ok And so the brain and that being said that when the brain does its job and it does its job extraordinarily well keeps us alive The likelihood and the opportunity for being happy in these physical bodies goes up exponentially right So the brain is an incredibly beautiful and powerful problem solving instrument and it's just as good if not even better a problem maker a troublemaker right Uh It can often get in the way of you experiencing happiness And that's not to say that um the dozens of cognitive biases that exist in the brain are there only for survival There's quite a few actually that are there to maintain self esteem that are made um meant to reduce cognitive dissonance so that you can have more peace in your life And so um you know the statement I make there um can sound a little exaggerated um when I um think about it Um but the point I think is clear which is that you won't find happiness in your head It's a good start but you won't find it there last in the lightning round your assertion that it's a mistake to put happiness outside of you and in the future Yeah the same um hesitating procrastinating postponing mindset that projects happiness into the future Now you will take with you into the future and continue to project it out ahead of you again Or in other words if you think happiness exists in the world in other people or in other places when you finally get to those

other people other places in that future time period you'll do the same thing again You'll continue to project it out ahead of you over and over and over again or outside of you over and over and over again And the challenge with that too is that the more you do it the more you want to do it it's like the person who has uh some money and they're convinced that they can just make more money they'll finally be happy but then they get more money and then they assume that well maybe I just ain't quite quite enough And right so you if you're going are faced in the wrong direction or you're going in the wrong direction increasing your speed of momentum will not help right That you've got to turn around and head back in the other direction you just can't get there from there Uh So yeah that's the point of that particular expression What is next for Robert Mack What are you working on It's a great question Uh was working on something but I'm always aware aware of what I'm working on if that makes sense Um You know I feel that just by living life we're all working on something Um I do have uh I think eight or nine books that I've written they're mostly efforts to capture in very brief little phrases or Sutras or meditations entire teachings right So that with three words or five words or two sentences you can get entire teaching or the entire teaching And so I've got a eight or nine I've got four books like that or five books like that and four books that are longer form uh books I've got a media project or two and uh lots more talks and ultimately it's always about happiness and and and peace and love and self love Um which eventuates into success traditional forms of success but that's what's next uh for me above and beyond all that is just to continue to show up as joyfully and lovingly and peacefully present as possible Honestly that's probably the highest goal that I have What's next for Robert and Ivan Oh my goodness great question Would you want to be next Right I mean Ivan you fascinate me my friend you inspire me you impress me in in with all sincerity I mean I'm blown away by how phenomenal listener you are phenomenal interviewer You are the way in which you hold space the way in which you would reflect back the other person's wisdom or beauty or light and how deep and wise you truly are And so um I would say whatever we want it to be I would say uh whatever we want it to be I came into podcasting as a way to promote my book and started and did my 1st 100 episodes just me talking to the camera which I'm gonna surface some of those I'm gonna bring them back But it's me trying to impress like oh I'm a conversations expert and I'm only a conversations expert in the definition of Neil's Board the physicist that I've made a lot of mistakes in a very narrow field right I love that same Um And I've created a

framework and a methodology for having conversations as a relationship manager and I use it as a podcaster That's how I started But I didn't like that in terms of there's no energy there's no synergy And so as I've evolved having guests and meeting amazing people Collaboration is the name of the game So I don't have the answer either But I wanna I want to collaborate with you I want to be happy 100% of the time but I want to give that away to others because I realize that I will be more happy I'll be happier by collaborating Another insight I got is you can have tens of thousands of views on social media on youtube on podcast platforms and not have a single conversation with somebody And I kept waiting for the conversations with the people out there which I want to have Then it hit me The guests are the community they are the place and we're having the conversation for you And I although it will benefit countless numbers of people over time because it's evergreen content and this will be helpful to people in the year 2070 it never goes away So anyway so collaboration is what I want to create with you Well I'm committed I love it Let's do that um I just want to reflect back to your wisdom there It's just so profound because it's OK Good Which is like you're absolutely right that like you know fame called fame popularity getting likes like fear is like a mile wide but an inch deep you know it's paper thin right And that doesn't mean that you always have to trade with or breath for death right You don't have to always trade it It's like you can some there there is a great example example Rupert Spear is a great example Uh Joe Spencer could be a great example Abraham mix you know they go extraordinarily deep and they also have lots and lots and lots of followers and fans and folks that love their work maybe they call them friends right Um But to your point I love the focus on quality conversations with quality people and creating a community and that community being the guest on the show And I'm so honored to be one of those guests and I'm so looking forward to continuing the conversation and working towards some kind of collaborative endeavor Um that is starting right here and right now Awesome as part of your closing statement What do you want the people who are listening to this that aren't you and I to do as a result of this conversation we just had yeah spend more time enjoying your own presence right Um That doesn't mean thinking that doesn't mean you have to do a whole lot Doesn't mean you have to do anything differently It doesn't mean that you have to fight thoughts It doesn't mean you have to get rid of thoughts It just means more and more notice that you exist full stop practice the micro meditations that'll help get you there But there's a peaceful aliveness that exists within all of us here right here and

right now and it exists there all the time no matter what you are aren't thinking or are aren't doing or do or don't have it's always there You can tap into it or become aware of it any time you want And so spend more time just feeling in to the peaceful aliveness that exists within your body Another word for the peaceful aliveness is stillness or silence but that stillness dances and that silence sings it shouts and the more time you spend with it or feeling into it the louder it will get and the more palpable and visceral and alive that Peacefulness and that happiness and that love will become inside of you It's like a dimmer switch You just continue turning up but it turns itself up uh without your effort at all at some point Well my closing statement as we bring this conversation to a close is you've changed my life I'm already happier and I'm really delighted to have you be the latest new member of the conversations community on youtube My handle is conversation leaders And so you go to youtube dot com forward slash at conversation leaders And as my vision is evolving imagine a group of conversation leaders who are making such a huge difference And my vision has always been there's a there's a couple of parts to my vision because I'm making an extended closing statement here We don't teach conversations in schools and we need to and my my bucket list endeavor is to create conversations university because not only should we teach it K through 12 but have a full four year university So I saw your I saw the light bulb go over You want to join my endeavor the Dean of Happiness Bring it on I love this You're absolutely spot on my friend I love it Yes Let's talk about this All right So that's that's one that's but also I feel like everybody's got a conversation inside of them and we live so small and un emboldened So also when I shifted from hey I'm this big expert to let me hold space and elevate the people as my guests which I've now done for about 80 guests where I'm just like it's all about you like you are I want to embolden and en and enlighten and lift up people in their conversations And that's why when I started this is actually the first time I started that way to define a conversation leader You have done that I just did Yeah Now I mean I feel enlightened I feel emboldened I feel inspired and I feel uplifted Well good because you're already pretty high up on that that mountain towards the oracle So yeah I I liked it there I tried being down there in the valley and it didn't work for me Well as a thank you for being on the podcast I'm gonna send you a copy of my book and uh the book is a manual for anyone who wants to optimize business and personal relationships through effective conversations It's it's a framework and a process that kind of brings the extroverts down to earth and it makes it

scientific But then for the introverts of the world it gives them a framework and a process so they can be a little bit more comfortable in a world that can be uncomfortable Now lastly to the person listening to my words right now that's not you or me I invite you to join this community this conversation leaders community we want to get like minded professionals together But more importantly that you out there let me know that conversations are important they're meaningful that you want to be more effective because I do think my book and there's lots of information out there to be more effective But whether you identify as a conversation leader or not you are one and I encourage you to really embrace it My door is open if I can be of service to you as a coach If I can speak at your organization I love to have that opportunity to contribute and be helpful Connect with me on linkedin or contact me by email at Ivan at conversations dot biz If you haven't already subscribed please subscribe to the podcast youtube dot com forward slash at conversation leaders with that Robert Mac coach Rob mac dot com And everybody out there thank you from the bottom of our hearts for being a part of this conversation about conversations It shivers the entire time you know Did you Yes And it's hot in here OK It's Miami and it's hot your sincerity and your authenticity I mean I really mean this I mean like just like you I gracious reader also in tense all the years of doing interviews and 11 of the best interviews I mean one of the best because of the way in which you show up really I mean that it allows things to come through that can't or haven't come through any other place right Or couldn't come through in any other space so really well done Um I feel so honored and I do want to collaborate with you you know let's um think about that talk about it and if thoughts or ideas occur to you let me know this dean of happiness thing sounds amazing loving that But anything you're feeling inspired around I'd love to hear about and love to you know work with you on