

# Work Smart, Be Happy The Foundation

A New Foundation  
for Sustainable Leadership



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This book does not teach techniques.  
It reorients the inner place from which techniques work.

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# Contents

1	Introduction.....	1
	Effortlessness: When Work and Life Move in the Same Direction.....	1
	Why Effortlessness Requires Inner Balance .....	1
	The Signs of Effortlessness .....	4
2	Discovering the Box You Are Living In .....	7
	Why Every Fundamental Change Starts With Awareness.....	7
	Your Concept of Reality.....	7
	Changing the Mindset of the Box.....	11
3	Working Smart Starts Inside: The Inner Balance .....	13
	The Four Capacities Every Leader Uses .....	13
	Why Balance Is Essential for Leaders .....	15
	Rebalancing Inner Leadership: Steps To Change How You Lead.....	22
4	Self-Leadership as Inner Alignment.....	29
	Self-leadership is the ability to align four inner domains.....	29
	The Core of Self-Leadership .....	31
	From Self-Leadership to Leadership.....	32
5	The Four Leadership Energies .....	33
	The Impact on CEOs .....	35
	The Impact on Project Managers .....	36
	Case Studies — Leadership .....	37
6	The Quiet Difficulty of Choosing.....	41
	Why the Right Choice Is Often the Quiet One.....	41
	Choosing From Being, Not From Having .....	42
	When the Right Choice Feels Uncomfortable .....	43
	Choosing Is a Muscle .....	44

7	When the Role Becomes the Self .....	45
	How Identity Quietly Forms Around Responsibility .....	45
	Ego as Self-Protection .....	46
	What Changes When Identity Loosens .....	47
8	Why Motivation Cannot Be Forced .....	49
	How Leaders Awaken Energy in Themselves and Their Teams.....	49
	Reigniting Your Own Motivation .....	50
	Inner Balance as the Source of Energy .....	51
	Momentum Fuels Motivation .....	51
	Awakening Motivation in the Team .....	52
9	When Being Comes First .....	55
	Why This Shift Changes How Leaders Work and Live .....	55
	Being becomes the source from which action arises .....	56
	The Three Levels of the Shift.....	57
	How to Make the Shift in Practice.....	59
10	Becoming Before Achieving.....	67
	Making the Shift from Having to Being Visible.....	67
	Why Change Fails Without Inner Reorientation .....	67
	Visualisation as a Tool for Being-Based Change .....	68
11	Perseverance Without Force .....	73
	What Perseverance Really Entails .....	73
	The Inner Structure of Perseverance .....	74
	How Perseverance Is Achieved .....	74
	The Hidden Risk: Persevering in the Wrong Way.....	75
12	Setting the Tempo .....	77
	Why Rhythm Matters.....	77
	Rhythm Beyond Work .....	79

13	Small Anchors, Deep Change.....	81
	Embodied Practices for Everyday Leadership .....	81
	Why Small Anchors Matter .....	83
14	Beyond Success .....	85
	Meaning as the Missing Ingredient .....	85
	The Temporary Nature of Success .....	85
	Why Meaning Changes Everything.....	86
	Success Without Meaning Creates Inner Drift .....	87
15	Where Attention Goes, Energy Flows .....	91
	Why What You Focus on Grows .....	91
	Attention as a Shaping Force .....	91
	Why Focus Amplifies Experience.....	92
	The Self-Fulfilling Nature of Focus .....	93
	Choosing Attention Consciously.....	95
16	Training the Inner Leader .....	97
	Training the Inner Leader .....	97
	Why the Inner World Matters More Than Ever .....	97
	Visualisation: Directing the Mind With Intention .....	98
	The mind is most powerful when it is relaxed and focused.....	99
17	The Calm That Leads .....	103
	How Responsibility Trains the Nervous System .....	103
	Why Constant Alertness Reduces Leadership Quality .....	104
	Small Shifts That Create Regulation .....	105
18	The Strength of Clear Boundaries .....	107
	What Happens Without Boundaries .....	107
	Why Leaders Overextend.....	108
	Internal Boundaries Come First.....	109

19	Leading Without Gripping .....	111
	Why Leaders Grip .....	111
	Trust Is Not Naïve .....	112
	The Paradox of Trust .....	114
20	The Right Pace .....	115
	Life in Constant Acceleration .....	115
	Why Urgency Narrows Leadership .....	115
	The Right Pace as a Leadership Skill .....	116
21	Coloured Glasses: How Attachments Distort Perception ..	119
	What Attachments Look Like in Leadership .....	119
	The Cost of Leading Through Attachment .....	120
	Leadership Without Coloured Glasses .....	122
22	Yes—But What If It Works Out? .....	129
	Why the Mind Defaults to “Yes, But...” .....	130
	Flip Thinking and Being-Based Leadership .....	132
23	The Desires Beneath Every Decision .....	135
	How Motivation Shapes Personality and Leadership .....	135
	The Core Desires That Drive Leadership Behaviour .....	136
24	The Inner Climate of Work .....	141
	Why Peace at Work Is So Difficult .....	141
	The Inner Climate Sets the Outer Climate .....	142
	The Calming Effect of a Power Nap .....	143
	The Key-Nap: A Pause for the Nervous System .....	143
25	Living in the Now .....	147
	When the Past Pulls You Away From the Present .....	147
	When the Future Steals the Present .....	148
	Why Presence Feels Uncomfortable at First .....	150

26	When Forward Motion Stalls.....	155
	Understanding the Inner Roots of Hesitation .....	155
	Procrastination as a Signal, Not a Flaw .....	155
	Emotional Load That Has No Space.....	156
	The Cost of Always Moving Forward.....	157
27	Clarity Begins Where Assumptions End.....	159
	How Assumptions Quietly Undermine Clarity, Leadership, and Results .....	159
	What Assumptions Do to Leadership.....	160
	Four Situations Where Assumptions Commonly Appear .....	162
28	Not Everything Is About You .....	165
	What Taking Things Personally Really Means .....	165
	Why Leaders Take Things Personally .....	165
	The Shift: From Personal Reaction to Clear Seeing .....	166
	Six Common Situations Where Leaders Take Things Personally .....	167
29	Learning Without Punishment .....	171
	Why Failure Feels So Heavy in Leadership .....	171
	The Difference Between Reflection and Punishment .....	172
30	The Hidden Logic of Team Communication.....	175
	How Cultural Dimensions Shape Team Communication.....	175
	Why Cultural Dimensions Matter.....	175
	The Leader’s Role: Making the Invisible Visible .....	180
31	Meeting People Where They Are .....	183
	Why Communication Is Harder Than It Looks.....	183
	The Trap of Authority-Based Communication.....	184
	The Tool That Changed Everything .....	184

32	The Power Hidden in Desperation .....	189
	Why Pressure Can Become a Source of Power .....	189
	What Desperation Really Is .....	189
	When Desperation Turns Against You.....	192
	A Mantra for Moments of Desperation .....	193
33	When You Change, the System Pushes Back.....	195
	Navigating Resistance Without Losing Yourself .....	195
	Why the System Reacts to Your Change .....	195
	Common Forms of Pushback.....	195
	How to Lead Through Pushback.....	197
	When the System Begins to Adjust .....	197
34	The In-Between .....	199
	Navigating the Transition Phase.....	199
	The Disorientation of Transition .....	199
	Learning to Tolerate Space.....	200
	The Return of Stability—On New Terms .....	202
35	Conclusion .....	203

# 1 Introduction

## *Effortlessness: When Work and Life Move in the Same Direction*

Effortlessness is often misunderstood. It is confused with ease without responsibility, calm without ambition, or detachment from results. In reality, effortlessness has nothing to do with doing less. It has everything to do with **working and living from the right inner place**.

Most exhaustion—at work and at home—does not come from what we do. It comes from **inner imbalance**.

Effortlessness arises when thinking, feeling, doing, and will are aligned—and when life is lived from **being**, not from having.

## *Why Effortlessness Requires Inner Balance*

Every action you take is preceded by an inner movement.

You think about something.

You feel something about it.

You decide to act—or hesitate.

Your will sets direction.

When these four capacities are aligned, action feels clean and proportionate. When they are not, effort increases.

- Thinking without feeling becomes overanalysis
- Feeling without thinking becomes emotional reactivity
- Doing without will becomes busyness
- Will without balance becomes force

Effortlessness does not mean the absence of effort.

It means **the absence of inner friction**.

## Effortlessness at Work: Acting From Being

Imagine starting your workday without a tight chest or racing thoughts. You open your laptop, coffee in hand, and your task list feels manageable—not because there is less to do, but because you are not trying to *prove* anything through action.

Your thinking is clear.

Your feeling is steady.

Your doing is focused.

Your will is grounded.

There is rhythm instead of urgency.

Meetings become purposeful rather than draining. When issues arise, you address them with calm confidence instead of jumping into firefighting mode. You ask better questions. You delegate more easily because control has been replaced by trust.

You no longer act from the need to *have* results in order to feel okay.

You act from a stable sense of **being**.

And paradoxically, results improve.

### The Trap of Having-Based Effort

Work becomes heavy when it is driven by *having*:

- Having to deliver in order to feel competent
- Having to succeed in order to feel safe
- Having to be needed in order to feel valuable

In this mode, doing becomes compulsive. Thinking accelerates. Feeling is suppressed. Will turns rigid.

Effort increases—but effectiveness does not.

Effortlessness emerges when the sequence is reversed:

**Being → Doing → Having**

You choose who you are being first—clear, present, grounded.

From there, you do what is necessary.

And what you have becomes a natural consequence, not a condition for self-worth.

**Effortlessness in Private Life: Restoring Wholeness**

Effortlessness does not stop when work ends. Or rather—it should not. Many people bring work home not physically, but internally. The body is present, but the mind is still solving, anticipating, or replaying.

This happens when thinking and will remain activated, while feeling and presence are neglected.

Effortlessness in private life begins with **rebalancing**.

You consciously end the workday—perhaps with a walk, a breath, or a small ritual that signals completion. The nervous system stands down.

Thinking slows. Feeling returns.

You listen fully.

You enjoy small moments again.

You are not managing life—you are inhabiting it.

This is not indulgence.

It is integration.

## **One Inner State, Two Contexts**

Effortlessness is not something you switch on at home and off at work. It is one inner posture, expressed in different contexts.

When thinking, feeling, doing, and will are aligned at work, they remain aligned at home. When you live from being in one domain, it naturally extends to the other.

The real boundary between work and private life is not time. It is **inner balance**.

### *The Signs of Effortlessness*

When effortlessness becomes part of how you live and work, certain patterns appear naturally:

- You respond instead of react
- You act from clarity rather than pressure
- You notice imbalance early and correct gently
- You respect your energy as a finite resource
- You trust unfolding rather than forcing outcomes

Your leadership feels quieter—but stronger.

Your relationships feel deeper—but lighter.

Your work feels purposeful—not heavy.

## **Effortlessness Is Not Passive**

Effortlessness is often mistaken for passivity. In reality, it requires a high level of inner responsibility.

It asks you to:

- Notice where effort is driven by fear
- Release the need to earn your right to be okay
- Stop overusing one capacity to compensate for another

Effortlessness is not avoiding action.

It is **choosing action that fits**.

### **Closing Reflection**

Effortlessness is not a destination.

It is a way of moving.

It arises when you live from being instead of chasing having.

When thinking, feeling, doing, and will support each other instead of competing. When energy flows in one direction rather than being pulled apart.

Working smart and being happy are not separate goals.

They are two expressions of inner alignment.

And effortlessness is how that alignment becomes visible—in your work, and in your life.



## 2 Discovering the Box You Are Living In

### *Why Every Fundamental Change Starts With Awareness*

Every fundamental change in life begins with the same moment: the moment you discover the box you are living in.

Most people never do.

They live their lives inside invisible boundaries, interpreting reality through assumptions they did not consciously choose. They work harder, adapt more, push through obstacles, and wonder why effort never seems to lead to ease. The problem is not lack of capability. The problem is that all effort is applied *inside the same box*.

### *Your Concept of Reality*

You, me—everybody—lives in a box.

This box is not physical. It is mental and emotional. It consists of programs that have been loaded into your consciousness from early childhood until today. Experiences, interpretations, decisions, and conclusions slowly shape how you see yourself, others, and life itself.

Over time, this box becomes your concept of reality.

It determines:

- How you relate to people
- How you work
- What you believe is possible
- What you strive for
- What you tolerate
- What you expect from life

Your relationships, your career, your achievements, and even your struggles all emerge from this framework.

If you are content with your life, the box fits you well—and you are happy.

Unhappiness arises when there is a growing gap between what you want from life and what your box allows you to experience. That gap disrupts your inner flow. You begin to experience friction—both privately and professionally. Small hiccups accumulate. Stress increases. And over time, this stress leads to personal and work-related problems.

The issue is not life itself.

The issue is that life is being lived inside a box that no longer serves you.

### **Why You Cannot Change What You Cannot See**

Most attempts at change fail because they focus on outcomes rather than assumptions. People try to change *what* they do without questioning *from where* they are doing it.

As long as the box remains invisible, every change attempt reinforces the same patterns. New strategies are applied with the same mindset. New goals are pursued with the same inner logic. More effort is invested, but the underlying structure remains untouched.

This is why fundamental change always starts with awareness.

Before you can step out of the box, you must first discover its boundaries.

### **The Story of My Box**

I did not discover my box through theory. I discovered it through exhaustion.

At the age of five, my life changed in a way I could not yet understand. My mother introduced my jealous stepfather into our lives. As a consequence, she no longer cuddled me, held me, or let me sit on her lap. As a child, I longed for love. And in that longing, I made a decision—one that would shape my entire life:

*If I don't get love naturally, I will get it by doing something for it.*

And it worked.

I received love from grandparents, family friends, and others around me. But the program was set: love had to be earned. Effort preceded reward.

Without realising it, I applied this logic to everything:

- Relationships
- Money
- Work
- Success
- Projects
- Customers
- Even family life

My motto became simple: *work hard, get results.*

And I did.

But at forty, I found myself sitting in the garden of my new home, completely exhausted. My marriage was falling apart. After decades of working more than sixty hours a week in my own company, I had been tricked out of my shares. I had no energy left. I was deeply unhappy. If it had not been for my five children, I am not sure whether I would have wanted to continue living.

### **Discovering the Root**

During a six-week period of intense reflection, I began to look beyond circumstances. I asked myself not *what went wrong*, but *what had been consistent throughout my life*.

The answer was confronting.

Everything traced back to that simple childhood decision:

“To get what I want, I have to work hard for it.”

My life followed the same pattern again and again:

### **wanting → doing → being**

I wanted something.

I worked relentlessly for it.

I arrived somewhere I often did not want to be.

In my fantasies, life looked effortless.  
In reality, it was the opposite.

### **The Shift That Changed Everything**

During this period, I read extensively, including **Think and Grow Rich**. Hill explained that success begins with the choice of who you want to *be*, not with what you want to *have*.

At first, I thought this was about money. Later, I discovered that Hill himself clarified—shortly before his death—that “rich” was never meant to be financial only. It included the spiritual, emotional, and relational dimensions of life.

This insight changed everything.

I asked myself a different question:

*What happens if I start with choosing who and what I want to BE?*

At five, I had unconsciously chosen a way of being: *someone who must earn everything through effort*. Now, decades later, I realised I still had the power to choose.

### **From HAVING–DOING–BEING to BEING–DOING–HAVING**

My life had been driven by wanting to have—results, security, love, success. Doing followed naturally. Being was always postponed.

But I learned something essential:

When the focus is on *wanting*, you lose yourself.

And when you lose yourself, happiness always stays out of reach.

So I made a new decision.

I chose to let **being** lead.

From that point on:

- I chose who and how I wanted to be
- Based on that choice, I did what was necessary
- And what I had become a natural consequence

**Being → Doing → Having**

## *Changing the Mindset of the Box*

Discovering the box is only the beginning. Change becomes real only when the mindset inside the box changes.

For me, this started with visualisation. I visualised effortless in every aspect of my life. I created a mood board and confronted myself with it every morning and every evening—day after day, week after week, month after month, for years.

During that process, a phrase emerged that captured everything I was working toward:

### **Work Smart, Be Happy**

Not working less—but working without inner struggle.

Not achieving less—but achieving without losing myself.

This shift alone gave me the energy to write a book, publish it, sell it, and start a new company. It launched a two-decade search for excellence—not driven by pressure, but by alignment.

### **The Power to Create Your Reality**

As a human being, you have the power to *be*.

You have the power to create your own reality.

You have the power to choose who you will be in that reality.

What many people do not realise is this:

Once you truly choose, life responds.

Opportunities, people, and circumstances align—not magically, but naturally—because your actions now emerge from clarity instead of compensation.

This is what I want to share with you.

Not theory.

Not shortcuts.

But lived experience—without the pitfalls.

So that you, too, can discover your box.

Change the mindset that sustains it.

And step into a life where working smart and being happy are no longer opposites—but expressions of the same inner alignment.

This is the foundation.