



## INTRODUCTION

# What Do Mary Kay, Buddha, and Elvis Know That You Don't?

Buddha called it the Middle Path and told the monks it was the key to enlightenment.

Albert Einstein used it to reconcile competing beliefs about science and religion.

Admiral James Stockdale employed it to survive seven and a half years of torture at the Hanoi Hilton.

Mary Kay Ash made it a foundation of her business and created a cosmetics empire.

Barack Obama applied the concept to politics and catapulted into the Oval Office.

Elvis Presley became the King of Rock 'n' Roll when he used it to combine "black" music with "white" music and create a sound like nobody had ever heard before.

It's a concept that is both old and new. It's a dramatically



different way of thinking that can transform your work, your family, your relationships, your life, and, quite frankly, our planet.

I call it the **Triangle of Truth**. It's the ability to hold two seemingly conflicting ideas in your mind at the same time, and assimilate them in a way that makes their whole greater than the sum of their parts.

I didn't invent it so much as I stumbled upon it. But it's one of those discoveries that once someone points it out for you, you begin to see evidence of it everywhere you turn.

It's both conceptual and practical, and while it draws on the wisdom of the past, it also points us in a new direction for the future.

The Triangle of Truth is how one side can be right, without making the other side wrong.

It's why our forefathers organized a government around the competing concepts of freedom and responsibility.

It's why Eastern and Western medicine are finally assimilating into holistic health.

It's why individuals and organizations that embrace both masculine and feminine energy have a spiritual and economic advantage over those who don't.

And it's why people who can see the big picture experience more love, peace, and happiness than those who spend all their energy defending a narrow point of view.

The Triangle of Truth is an elegantly simple model that applies to everything from business and relationships to politics and religion. It elevates your thinking to a higher level.

Here's how it works: No doubt you've heard the expression, there are two sides to every argument. It doesn't matter whether it's the abortion debate or an argument over who gets the last

piece of pumpkin pie at Thanksgiving dinner; there are usually two differing points of view.

It's like a line, with one side on the right and the other on the left. Both parties are convinced their perspective is the only correct one, so they direct most of their energy toward trying to convince that other person to move over to their side of the line, or at the very least trying to convince the rest of the world that theirs is the real truth.

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**My Truth**

**Your Truth**

Traditional problem-solving models suggest that compromise is the answer. Both parties learn to give a little and they try to come together on a middle ground.

If you're talking about something as simple as pumpkin pie, it usually works.

**Middle Ground Compromise**

**Half a piece of pie**

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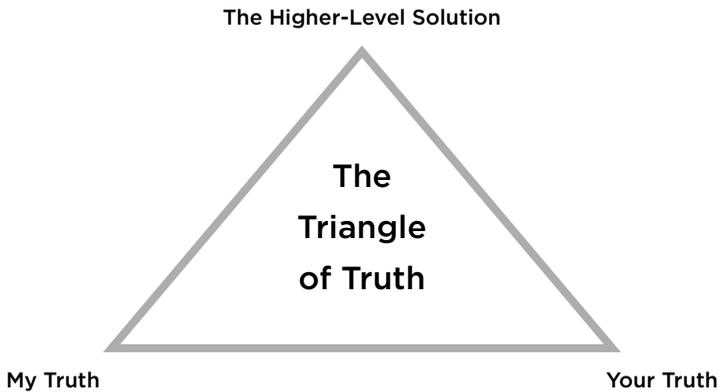
**I want a whole piece of pie**

**You want a whole piece of pie**

One of you cuts it in half and the other chooses the first piece. Sure, it's not as nice as having a big ole wedge of pie all to yourself. But a little sugar beats no sugar, and who wants to fight about pie on Thanksgiving when you could be taking a nap?

But when it comes to more contentious issues like abortion, religion, or whether or not the toilet seat should stay up or down, sometimes there is no middle ground.

That's where the triangle comes in. Instead of trying to compromise in the middle, or the more common scenario, fight about who's right and who's wrong, the Triangle of Truth provides a model for redirecting your energy. It points you toward a solution at the top of the triangle that honors the truth on both sides.



It's easy to understand, but it can be challenging to implement. Problems like abortion and religious conflicts don't have readily apparent solutions, and sometimes we're so mired in our own perspective that we are blinded to any truths the other side may be offering.

Yet for those who master it—or even get it partly right—the Triangle of Truth can be a game-changing mind-shift that transforms the way you think about everything, and everyone.

It can help you create more happiness and success, and it can improve your relationship with every single person you know. That's because the Triangle of Truth is a tool that enables you to solve conflicts, big and small, without the drama and angst. It's a way of thinking that enables you to rise above the either/or debates that stymie so many of our endeavors, and to instead create the kind of environment you want and deserve.

The Triangle of Truth allows you to step outside of yourself. It enables you to become more than just your thoughts and ideas. And it can help you move toward your highest potential.

Sounds like big stuff, I know. Trust me, I didn't start out with such lofty aspirations. In fact, when I first came up with the Triangle of Truth model, I wasn't thinking about human potential at all. I was thinking about sex, politics, and why my husband and neighbors were driving me nuts.

It all started during the 2004 election. For the record, it was Bush versus Kerry, but it could have just as easily been Nixon versus McGovern or the Yankees versus the Red Sox or Brutus versus Caesar. The battle lines had been drawn. Both sides claimed to be the party of God and country and anyone who opposed them was just wrong, wrong, wrong. I had an opinion, as I usually do, but I was in the minority on this round. Most of my neighbors were voting for the other guy, and after a few go-nowhere arguments, I decided that life in suburbia would be easier if I learned to muzzle my mouth. But inwardly, oh how I seethed. I couldn't believe that the people I once thought of as intelligent human beings had gone so insane. Clearly I was a terrible judge of character, because if these people had any sense whatsoever they would never be voting for that guy.

However, as frustrated as I was with the people I once

considered my peers, I was even more annoyed with my husband. Not because of politics—for once we actually agreed on that—but because of our differing views of what constitutes intimacy in a marriage.

On one side of the fence, or perhaps more accurately, one side of the bed, was my husband, a man who had patiently settled for dribs and drabs of romance during the baby years, but who was becoming increasingly frustrated because—despite getting two kids out of diapers—he was not, shall we say, feasting on a sexual bounty from his wife.

Now I like sex, I swear, I really do. In fact, there was a time in our lives when I used to actually initiate it. But at that stage, I was so exhausted from my job and the kids that I couldn't even see straight. I'm embarrassed to admit this, but I had begun to think of my husband as a bit of a sexual pest. I found myself wondering why the man who never wanted to share his inner thoughts during dinner was so eager to cuddle up to me at night.

As with many couples, we were stressed to the max, and the peripherals, anything not at the absolute top of our list, fell by the wayside. For me it was sex, for him it was talking. I wanted more of one, and he wanted more of the other. It's a common marital quagmire, and while it doesn't always fall along our oh-so-very typical male and female battle lines, the hundreds of emotional emails I get whenever I write about this subject tell me that we're hardly the first couple to experience this problem.

That didn't stop us both from taking it personally. Surely if our partner really loved us he or she would want more of X, rather

than just Y. Because Y without X was no kind of marriage at all, and the fact that we had to actually ask (or in some cases beg) for this one very important thing was proof that he/she probably never really cared in the first place.

I'd laugh at the self-imposed drama if I hadn't spent the better part of a decade embroiled in it.

As we alternatively bickered, sulked, whined, and felt unloved, it gradually dawned on me that we were doing the exact same thing as the politicians. As often happens when people feel like they're being wronged, we each became so convinced of our own righteousness that we were literally blind to the truth of what our partner was saying. Just like the warring politicians, we were acting as though we had competing agendas when in fact we had complementary ones.

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And thus the Triangle of Truth was born. In the midst of a stagnating marriage and a polarized election, I finally realized that there was another way.

Albert Einstein said, "We cannot solve the problems of today with the level of thinking that created them." The Triangle of Truth is the more-talking, more-sex solution. It's a way to move beyond the argument and elevate your thinking. It's a way to honor the other person without compromising yourself. It allows you to cut through the clutter and the emotional drama and discern the real truth in any situation.

In the case of my marriage, the real truth was, my husband

didn't want just a little more sex and romance, he wanted a lot more; and I didn't want just a little talking, I wanted a lot. Compromise didn't work because it always wound up feeling like some sort of tit-for-tat (pun intended) exchange. Who wants to be married to someone who only talks or sleeps with you so that you'll do more of the other thing with them?

In reality, I didn't want my husband to feel forced to talk with me; I wanted him to *want* to talk with me. And while a man may settle for duty sex—and believe me, my husband did on more than one occasion—what he really wanted was a wife who wanted him just as badly as he wanted her.

The Triangle of Truth gave us a way to both be right.

Did we morph into a talk-all-night, share-all-your-inner-thoughts, give public workshops on Tantric sex couple? Well, not all at once. But you'd be amazed at how quickly things change when you validate another person's truth. When I was finally able to put aside my anger, look my husband in the eye, and tell him that I thought sex was one of the best parts of marriage and that we should make it a bigger priority, he practically teared up.

When he told me that I was his favorite person to talk with, I could literally feel my heart begin to soften.

That's why the Triangle of Truth works, because it redirects your energy, away from the fighting, toward a more all-encompassing solution. It allows you to create a whole that is greater than the sum of its parts.

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**The Triangle of Truth works because it redirects your energy, away from the fighting, toward a more all-encompassing solution. It allows you to create a whole that is greater than the sum of its parts.**

It's why Buddha told the monks, "The Middle Path, avoiding the extremes, gives vision and knowledge and leads to calm, realization, enlightenment, and Nibbâna."

It's why Einstein asserted, "Science without religion is lame, religion without science is blind."

It's why Admiral James Stockdale told his men that "facing the brutal facts" while at the same time "holding on to the faith that you will eventually prevail" was the secret of keeping hope alive during the horrors of the Hanoi Hilton.

It's why Mary Kay Ash made millions by helping women advance their careers while still nurturing their families.

It's why Barack Obama inspired a nation of previously apathetic voters when he proclaimed, "We're not a red America or a blue America, we're the United States of America."

It's why Elvis Presley was able to shake, rattle, and roll his way to a hundred and fifty gold records, when white kids and black kids took the floor and danced like nobody was watching.

I've used the Triangle of Truth to facilitate between warring departments in the Fortune 500 and to help entrepreneurs innovate on minimal budgets, and I've also used it to create more love and intimacy within my own family.

If there's one thing I've found to be true in all those situations, it's this: We humans say we want to change, but what we really want is for everybody else to change first. The Triangle of Truth solves that problem. It enables people, departments, churches, and even nations to all change at the same time. It allows you to see another

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person's perspective, while at the same time giving you a language for helping them to see yours.

The ability to assimilate what often seem to be two conflicting points of view isn't easy. Our need to be right and our fear of not getting what we want often hold us back from creating the solutions we so desperately need and crave. But learning to discern and honor the truth of another is always worth the effort. Because at the end of the day, we all want the same thing—we just want to be happy.

The Triangle of Truth can help you find the happiness that you deserve, and it will help you create more success along the way. Whether you're worried about love, money, your in-laws, your kids, or the prospects for world peace, trust me, the answers are closer than you know. Whatever hurt you're carrying in your heart right now, I promise you, it can be healed. And whatever conflict you're facing, it can be solved.

We're at a crossroads on this planet, both within ourselves and with our systems. We're searching for a way to make our outer world match the inner yearnings of our hearts. It's a challenging process, but it can be done. It can be done by you, and it can be done by me, and it can be done by everyone who believes that we deserve something more than fighting, stress, and angst.

You see, you have a larger purpose in this world. We all do. You weren't sent here to be unhappy, broke, or sleep deprived. And you certainly weren't sent here to spend all your time frustrated with other people. Quite simply, you were sent here to love and be loved, and you were meant to make a meaningful contribution during your stay on Earth.

I want to help you find an easier way to do that. I want you to experience more peace, love, and joy while you're on this planet, and I want you to see how much your time here truly matters.

Nobody deserves love and happiness more than you do.