# I AM PERFECTION

Live Life Joyfully

Foreword by **Dr. Swati & Ajay Piramal** 

# ASHU KHANNA





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Tvameva Mata cha Pita Tvameva Tvameva Bandhu cha Sakha Tvameva Tvameva Vidya Dravinam Tvameva Tvameva Sarvam Mama Deva Deva

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### **FOREWORD**

Ashu Khanna's book "I Am Perfection - Live Life Joyfully" reveals a journey of a seeker searching for the goal in life that every human being has - happiness. She traces her journey as a sensitive child, enjoying the beauty of nature, in a carefree childhood to a responsible mother and a career woman too. We enjoyed this journey, in particular, because we were companions with her for more than a decade.

Our son Anand, was 17 years studying history and architecture in the beautiful city of Venice. Lost in admiration with the city's beauty he told his teacher that this was a great treasure. His teacher said "you have something greater - go home and study your ancient philosophy and culture and you might find the greatest treasure." So we began to study the Bhagvad Gita with many of our friends and family with Swami Satvikji (now known as Swami Swatmanandaji) from the Chinmaya Mission in Mumbai. Ashu and her husband Rajesh joined us in these classes which went on for over 15 years. They were really sincere in the "satsang", a gathering of people on a journey to learn and understand the philosophy of the Vedas.

Ashu, in particular, would share her inner reflections. We find many of these reflections in this beautiful book. In addition, we had many discourses by our spiritual guru Radhanath Swami Maharaj and Ashu and her family also joined us for many of these lectures on dharma.

It is inspiring to see how she used the lessons of the Gita to change from being sensitive to being compassionate, from being ambitious to being fearless, from worrying incessantly about being perfect to being joyful in the present moment. Ashu describes how to see your life at a distance, almost like a movie and then living

every day with gratitude at being alive. We watched her grow as she absorbed the values of Gyana (knowledge), Karma (action), Bhakti (devotion and compassion) written in the ancient Vedic texts. We could also see she lived these values in relationships with her family.

This book is inspiring for the seeker of happiness and each one of us can easily relate to Ashu's quest in the search for happiness as we travel on our own journey.

Ashu, we are grateful that you took time to write this book as a map for the reader because these words will help others perhaps to start their own search for a deeper meaning in life.

Dr Swati and Ajay Piramal

Vice Chairperson & Chairman Piramal Group

It is fascinating to read how Ashu has captured her journey of transformation in I Am Perfection, Live Life Joyfully. She has, in a comprehensible language, beautifully explained that Joy is our true nature and how our unanchored emotions result in fear of the unknown. She reasons that we must learn to shift our focus from 'what is missing' to 'what exists' and recognise the role of our perceptions in influencing our choices, and how they obscure our ability to listen to our inner voice. Ashu emphasizes that "outer" perfection is a myth; the whole play of life is to learn to live in alignment with our inner voice. Life is beautiful and we must learn to take leadership to be able to play the game of life to the fullest.

Harsh Mariwala

Founder & Chairman, Marico Kaya Ltd

I have enjoyed reading Ashu Khanna's book "I Am Perfection, Live Life Joyously". The book gives the reader the path to finding how to live with happiness. Ashu encourages us to trust our inner instinct and recognize that it is our fears and perceptions that block us. We can take leadership of our life by taking responsibility of our own thoughts, emotions and choices.

Ashu has shared honestly from her own experiences, explorations and insights. She also describes that we should live life as an explorer or entrepreneur of one's own life and that failure or not knowing is a part of life. When we are true to our inner self, we are joyful and able to influence & impact others.

#### Ronnie Screwvala

Co-Founder & Chairman, upGrad.com Founder, Unilazer Ventures; Founder, Swades Foundation Founder, UTV Ashu Khanna's book is a must-read as we learn to make sense of an increasingly uncertain world and an unclear future. As the outer universe moves to a dense opacity, the book teaches us to get in touch with our inner self and get rid of the baggage we carry of our own, and of other people's expectations about us. The moment we become free from this, we become free to love who we truly are. This marks the start of our journey towards becoming our authentic self, aligning us even more closely with the universe and its munificence. The book beautifully teaches us that the only journey that results in true happiness and contentment is the one that begins with us.

**Apurva Purohit** President, Jagran Prakashan Ltd This fascinating book kept me riveted from the first page. As I delved deeper into the gripping narrative of self-discovery and transformation, I found myself living out who I was, who I am and who I will be. It would not be an exaggeration to say that I experienced a mini-transformation and connected with many parts of myself and the world around me as I read this powerful and insightful book.

Ashu has brought alive the profound wisdom of our ancient scriptures for becoming an authentic and powerful human being, coach and leader. The basic message is to connect deeply with and trust one's Inner Voice and the book is essentially an exploration of the Why, What and How of this process, seen through the tapestry of Ashu's own journey of Life.

It brings out lucidly how our assumptions, perceptions, attachments and identifications prevent us from fully experiencing the here and now and from connecting with the wisdom and power of the Inner Voice. Letting go of them and observing events "as-they-are" is at the core of the process.

The insight that life is a mirror of the person's inner journey... are just a few of the priceless gems that this book has to offer.

I strongly recommend "I Am Perfection"... to all who want to experience the joys and happiness of life and the ability to unleash their own potential.

#### Rajeev Dubey

Former President (Group HR, Corporate Services & After-Market);

Chairman, Mahindra Insurance Brokers and First Choice Services I opened the book, frankly only to glance through few pages and read later on. Guess what... the 'few pages' led me to read a bit more... and more... and more and I actually got engrossed in the flow of the book and just finished it.

Credit for that goes to Ashu's storytelling style of writing and stark honesty. To admit she has craved to be loved and taken every feedback as criticism and either got angry or gone into a shell, requires courage for any author to pen. "Love is my nourishment...how can I get more love... how can I give more love..." Beautiful voice from the heart.

To sing Bollywood numbers in school bus and find joy in patterns of numbers, so much so that Ashu chose Chartered Accountancy as a career. To have the curiosity and finding joy walking on grass and feel the cushion effect of earth and hear the birds and smell Mogra. The imagery is powerful... Finished the book in one go only because it IS Beautiful.

### Aquil Busrai

CEO, Aquil Busrai Consulting Former Executive Director, Human Resources, IBM Corporation

Our most courageous act as human beings is to fully see ourselves. Sadly, this often is delayed until our dying breath. Ashu's story of transformation both inspires and instructs a way to activate a true, vibrant relationship, right now and every moment.

In the irony of seeking, we miss what is already present. "Perfection is an experience that cannot be defined or confined – it is infinite and unique." With this writing Ashu captures the essence of authenticity. Each of us is already perfect however, we cannot live into this wholeness, a place of personal unity with all that is, without learning about our difference.

While our minds rationalize difference as positive, our hearts often feel the loneliness of being unique, until we quiet and hear the whisper of life's mystery. Sometimes it's in the sound of the ocean, the wind in the forest, bird song...we have a moment... that is far beyond what we believe, opens our heart to our own abundance.

Through her practices and relentless pursuit of self-knowledge, Ashu reveals the awakening process that is accessible for every person to choose, to be an authentic leader of self and model the way for each other, in love.

**Janet Harvey** 

CEO & President, invite CHANGE Past President, ICF Foundation; Past Global Chair, ICF Ashu describes her own life journey powerfully and engagingly, without recriminations, self pity or victimhood. In the process, she has also captured the human conditions we all and I could see and hear my own fears, anger and assorted flaws so clearly.

I love that she has turned living life into a simple and joyful experience that we can all aspire to.

Lynne Marks
AICI CIM International Director
London Image Institute

# **Preface**

The ancient scriptures have been my guiding light as they respond to the eternal quest of mankind on answers to questions like, 'who am I', 'what is life' and 'how to live life'.

The Universal Life force energy or Prana or Qi is the pure energy that exists in all living things and keeps them alive. According to Science, energy can neither be created nor destroyed but it can be transformed from one form to another. The Higher Self, our core, is a manifestation of the Life Force or Universal Love (I have chosen to call it Universal Love because I experience the energy as loving and expansive). It is eternal, universal and does not change. We have been gifted with the consciousness to live with awareness and transform. So, when we become aware of our reality as a manifestation of Universal Love, we can consciously transform and unleash our potential, to live life to the fullest.

We experience the Higher Self as the Ego and the Inner Voice. Our ego creates a persona of separateness when we feel fearful for our existence or our identity is threatened. Our inner voice guides us on how to navigate unknowns and what is the right thing to do in different situations and roles. The play of life is designed for us to turn within and listen deeply to discern between the ego and voice of truth. When we live in alignment with our inner voice, we can unleash our potential, grow into an inspired leader and be happy.

I have a great life, filled with love, comforts and happiness. However, like many, I took my life for granted. It was only after an unfortunate incident in December of 2001, that I realised the need to value my life. I experimented with different careers and explored relentlessly to find a way to feel good about myself.

This search triggered me to seek deeper answers and freedom daily stresses and discontentment.

The search for freedom took me to a small town in UK, where I met my mentor coach in April 2006. She helped me realise that I was trapped in a vicious cycle of victimhood. While, I had taken some significant decisions independently by trusting my inner voice, I was not conscious of that power within me. Then, I understood the power and role of my inner voice and, committed to live true to myself.

We are all inherently talented. I am gifted with the ability to understand and express the wisdom of ancient scriptures in a contemporary manner. Also, I am highly perceptive and can observe and identify patterns about the science of life. To live true, I have questioned myself in every situation and slowed down to understand myself. By living authentically, I have been able to let go of past hurt and loosen the hold of the ego. This has helped me make space for the Universal Love to flow and serve humanity to make a difference.

My experiences and inquiry have helped me discover insights to take leaps of faith and unleash my potential. Life is designed perfectly. Every situation and relationship are designed to act as a catalyst to help us with the process of self discovery. We are gifted with curiosity and creativity and when we turn these attributes inwards, we can find our inner light and shine.

In my books, I have shared my journey of search for answers, to discovering my purpose, and above all, owning to my power as a perfect manifestation of the Universal Love. Furthermore, I have distilled the wisdom of the ancient scriptures in a simple manner to inspire others to live life to the fullest. I urge the reader to pause and contemplate to discover their truth, embrace the leader within and be happy.

The book, 'I Am Perfection' is the journey of transformation of the unanchored emotions and how they learn to anchor, heal and live in alignment with the inner voice. Compassion, love, and happiness is our true expression. Let us integrate with our inner self, to become an instrument of the Higher Self and inspire others.

#### dedication

Love is my nourishment How can I get more love How can I give more love What is the secret to love

Are we scared to give
Are we scared to get
What keeps us from loving whole
When love is our core

When we trust our core
We can freely unleash that love
As Love defines our being
And love is the most powerful coin

#### treasures

Hidden deep in the core
The earth is full of treasures
Diamonds, Rubies, Emeralds
Gold, Silver, Oil and more

Drill deep into the dark

Curious and trusting

Exploring and piercing

Through the crust to discover the wealth

Wake up to your explorer within
Pierce through the mind
To look deep into the heart
And discover that hidden treasure of Love

Stay alert to the possibility
Never knowing when or where
The search rewards
With precious words of wisdom

That love is in you

That love is in me

That love exists in all

We are all manifestations of Nature!



# joy

I want to live life happily
I want to live life successfully
How do I play and win?
Love says, play by my rules to win the game of life

## **PROLOGUE**

"Our relationship with our inner voice is the key to living life joyfully"

My life now...

Perfection is an experience that cannot be defined or confined, it is infinite and unique. We are all on a journey to find our rhythm and expression by learning to live in alignment with our inner voice - the perfection within. I have been fortunate to discover this truth because my faith in the possibility of life has been my pillar of strength that keeps inspiring me to strive forward. On the evening of January 14, 2019, surrounded by the loving presence of spiritual masters and devotees, the sky twinkling with thousands of stars and the moon shining bright, my entire being reverberated with love. In that moment, I acknowledged my perfection, and embraced my reality as an embodiment of Universal Love. This is the reality of every human being because we are all manifestations of Universal Love.

We are happy when we live our truth with excellence. Joy is our true nature. We reverberate at the frequency of our thoughts, and hence, the world mirrors what we hold within. Therefore, our life can be filled with the drama of jealousy, anger, hatred, greed, guilt, regret or an abundance of happiness, love, joy, curiosity... the quality of emotions exist depending upon our perspective of life. We have been gifted with awareness and power to choose our emotions and thoughts. We can choose to live with love or fear.

#### Some Background

My life is the story of a young child who was happy and carefree with curly hair and red cheeks, and eyes full of mischief and laughter. Singing Bollywood movie songs in the school bus, reading jokes, comics and stories, doing cross-stitch, baking, playing with friends, eating good food going to the temple, enjoying school and home...life was simple and joyous. Carefree and content, I grew up with abundance. My parents were loving and giving; and our home was often filled with relatives and friends.

My father was a senior official with the Indian Government, who lived with an attitude of faith in life and stood up for his truth fearlessly. As a refugee from undivided India, he would often say, he started life from minus zero. This awareness gave him the courage to pursue his dreams. My mother, a qualified lawyer, chose to stay at home to care for the family. She offered prayers twice a day and visited the temple regularly. She had an unwavering faith in our ability to achieve our dreams and was the pillar of strength of our home. My elder sister was bold and protective, and she constantly encouraged me to grow up and look after myself. As the protected baby of the house, I often basked in the feeling that I was the younger one, and so no one would listen to me - or it didn't matter. Ironically though, it did matter what others said and I did want to be heard. However, I allowed my fears to overwhelm my need to stand up for my truth.

I pursued my dreams with a passion. On the one hand, I was full of chatter - on the other, at the slightest pain, I would turn ashen white or faint quickly. I would feel hurt with any upheaval in a relationship or unfavourable outcome. Unable to articulate my feelings, I would burst into tears or shout or just go silent when things didn't go my way.

I was a complete drama child, mix of playful, timid, sensitive and emotional. My parents would often be concerned about my ability to cope in the world. They often encouraged me to be strong and, shifted me from the convent school to a public school hoping to help me learn how to be strong. This push helped me get out of my comfort zone to find my voice and compete and excel. From being the timid kid, I transformed and acquired a reputation of being strong and direct.

I have always grabbed every possible opportunity to challenge my boundaries and learn new skills. Paradoxically, on the inside, there was a small child who wanted to feel accepted and loved while on the outside, was this strong girl, who excelled and stood up to the world without fear. Due to this conflict, life became a yo-yo between a need for acceptance and need to be playful. My emotions would swing between excitement and disappointment, confusion and clarity.

### The Search Begins

Around 2001, in a freak accident outside my condominium in Singapore, I was stung by nearly a hundred bees. I was admitted to the ICU for two days because of the reaction to the poison. This was the second time I had come face to face with the fragility of life. Some years earlier in Hong Kong, I had a severe allergic reaction that had caused my entire face and neck to get swollen. I had experienced slurring and shortness of breath. This incident was passed over as a random occurrence. The episode with the bees, however, shook me up to ask myself, how can I take control of my life? Especially, as my life had not always been filled with this feeling of helplessness and powerlessness.

Over the years, I had got married, had two children, changed jobs, moved countries, shifted homes, made new friends. I had taken a sabbatical from work to look after my young children.

During this phase, I joined several courses to learn new skills. My life was filled with everything and more. However, I had lost my mojo and was often cynical, judgmental and would complain that life was not fair. The 'live and let live' person who could laugh at simple and silly jokes, and had an innate faith in life, had got buried under frustrations. This was not how I remembered myself to be.

The incident with the bees rekindled a deep desire to reconnect with my childlike innocence and playfulness. I knew it was time to take charge of my life and stop feeling helpless in the face of circumstances. I decided to re-create myself professionally by exploring entrepreneurial options. I took courses in line with my passions - graphic design and food and catering management. I set up a company for import and export of home linen. I worked part-time with organizations that focused on human resources. After about three to four years of experimenting, I joined a bank in Mumbai. Whilst engaging with executives from various corporates, I noticed that there was limited focus on development of leaders in India. Trusting my gut instinct, I took a leap of faith and quit the job to explore ways of developing leaders.

### The Journey of Transformation

In early 2006, after taking a few courses on training and people development, and extensively searching on the internet, I found a course on image management in the UK. This experience proved to be a significant turning point in my life. A highly perceptive question posed directly by my instructor, made me realize that I had been living my life based on my perceptions. Restless and desperate to know how to come out of this whirlpool, I walked around the town for nearly two hours. After deep reflection, I realized that my intuition had served me to take some of the

best decisions of my life. Once again, the gentle voice within me whispered - the way out of this chaos is to learn to trust myself.

From thereon started my journey of moving inwards. I enrolled in a self-transformation course to understand how to develop a relationship with my inner voice. I realized that my agitated emotions - caused by perceptions, judgments, expectations and assumptions - acted as a veil over my inner voice. It was as if a switch had been turned on inside me. I started living with awareness of my thoughts and emotions. I understood that my life was an outcome of my choices. It was time to stop making circumstances and people the scapegoat. The need to accept consequences made me more reflective before making any choices. As challenging as it was, it was also empowering to realize that I had the power to design a life of choice.

The essence of my existence was Universal Love and my inner voice was the voice of Love. The intensity of this experience impelled me to commit to live life by partnering with my inner voice. In parallel, I also discovered my calling as a coach. I decided to work as a leadership coach to share the wisdom of this voice with the world.

To be a successful coach, I had to learn to discern between the inner voice and my clutter of thoughts. I took several courses, personality assessments and coaching certifications to grow professionally. Each course served to develop awareness of my strengths and limitations. Habituated to judging and comparing, it was freeing to know that we are born with inherent preferences and intelligence, and that we serve each other through our uniqueness. Being highly intuitive, I focused on deepening trust in my intuition. The shift in focus from 'what's missing' to 'what exists' added a spring to my step.

Soon after relocating to Mumbai, I had got initiated into Bhagavad Gita classes, and the discourses had provoked my curiosity about the deeper meaning of life. Contemplating regularly helped me calm my agitated emotions, uncover redundant beliefs, shift perspectives, and shed layers of thoughts. This helped me to trust and express myself authentically and engage effectively in my relationships and as a coach. My inner voice became a reservoir of possibilities, a treasure trove of ideas, solutions, and answers – in short, my house of wisdom. The change in the quality of my life motivated me to pen down my insights.

I decided to publish my articles into books - and over the years, the writings grew, and so did the number of books. I was also presented with opportunities to speak at prestigious events and work with senior leaders.

With time, I became more attuned to noticing how each event and relationship supported my inner journey. When my family asked me to be their coach, the experience taught me to detach from my identities and observe life holistically. I became even more mindful of every conversation, situation and relationship. Life became a sport - I would look at life curiously to see what it was trying to tell me next. I had been coaching for nearly ten years when it struck me that I had unknowingly become attached to my identity as a coach. In my attempt to be validated as a master coach, I had confined my expression to my perception of perfection. Perfection is infinite in its expression. So, I let go of the feeling of 'I am not good enough'. Feeling free, I realized that the play of life has been designed perfectly to be released from captivity of my ego to live in alignment with the inner voice. This voice has constantly guided me to move forward with clarity and conviction. Now, I know that my relationship with the inner voice is the key to managing all relationships in the world.

I had spent a significant part of my life trying to 'be the perfect human being' – daughter, student, sister, spouse, mother, professional, coach, leader, friend...There is no such perfection, it's the biggest fallacy. I had got attached to a multitude of perceptions and stopped valuing myself. Living authentically, I have been able to reignite my ability to explore and live free.

Life is beautiful. We can enjoy every moment and experience life as we choose by taking leadership of our life and perform different roles with dexterity to play the game of life to the fullest. Life will always have moments of love, laughter, tears, miracles, surprises and challenges. We can experience every moment with joy when we live as an instrument of Universal Love.



# awakening

I am sensitive; I am emotional
My head is full; my heart cannot be heard
How do I live with this pain?
Love says, pay attention, I am a sensitive emotion

# **UNANCHORED EMOTIONS**

### (Manas)

How do we define perfection? In India, people buy fairness and whitening creams, while in Western countries, people buy creams to look sun tanned. With all these mixed and inconsistent messages, I grew into a confused adult. Chubby, fair, smiling, I was loved by all. I enjoyed playing outdoors and had a zest for life. I disliked getting my hair cut or face washed. Playful and restless, personal grooming and appearance held little significance. I loved eating all types of fried food, chocolates, desserts (and still do), and was chubby till my late teenage years. When people alluded that I was fat or dark- complexioned or irresponsible (or, even if I was encouraged to perform better), I would feel hurt and withdraw.

When a thought runs repeatedly in the same direction, we develop patterns of desires, tendencies or Vasanas. To reaffirm our thinking, we replay scenarios of the past or take flights of fancy into the future. Similarly, when we form opinions based on our perceptions, our thoughts form a veil that colour our ability to view life objectively. Extremely sensitive, I interpreted the comments as 'I am not good enough'. Often, I reacted to life from this filter and the need to prove myself influenced my behaviour. Unknowingly, my sense of perfection became dependent on the external world and diminished the joie de vivre of life.

Decades later, when the life-threatening accident awakened me to the value of my life, I started searching for ways to recreate the sense of freedom and joy that I had experienced in my younger days. Our inherent nature is sat (truth or eternal being), chit (consciousness or awareness), ananda (bliss, happiness or joy). Our perceptions block our experience of the authentic self as we keep striving to feel perfect. We explore the world through our senses of seeing, hearing, touch, smell, and taste. Based on our sensory explorations, we gather information and form perceptions and beliefs about life, religion, society and relationships. Vedic texts call these unanchored emotions that form sensory perceptions as Manas. After a few years of searching, a conversation with my coach jolted me out of my helplessness. My perception of perfection was weighing me down.

My happiness had become dependent on situations, relationships, people, grades, compliments, feedback, and outcomes. While attending a self- transformation course, I remember people shared their life stories. What struck me the most was that everyone's life had challenges - and I had the power to choose how to view them. I could either respond to the waves as a nuisance and complain. Or I could accept them as a fact of life and let them pass. Or, I could see them as opportunities to learn and enjoy how to sail. Opting for the latter, I started observing my thoughts and emotions in relation to external occurrences. When the ups and downs of life make our emotions swing between feelings of joy and sorrow, pleasure and pain, our happiness remains illusory. *Happiness is a choice and responsibility, not an action*. To feel joyful, I needed to inquire into the reality of my perceptions and take ownership of my happiness.

For years, I had cluttered my head with anger at people, situations, and circumstances. I blamed the world for my anger. Our memory, chitta, serves us well to develop an understanding of ourselves by reflecting on moments, events, achievements, fears, failures, choices etc. Our life is a consequence of our choices since we have the free will to choose how to react or respond to the world. Every thought and ensuing action, even non-action,

is a choice. When we take responsibility for our choices, we are able to understand the role of our perceptions in influencing our choices. A profound realization that I was responsible for my choices shifted the direction of my thoughts. Whilst it was painful to accept that my choices had been influenced by my fears, assumptions and expectations, it was also liberating to understand that I could design and control my life by exerting my free will. Awakening to the law of cause and effect, I decided to observe the role of thoughts and emotions in my choices and outcomes.

I had suppressed my emotions for fear of being misunderstood and hurt. These emotions would erupt and create chaos, and often, put me on the back foot even if I was right. Universal Love is an extremely powerful spark of energy that manifests in different expressions - such as our breath, thoughts, emotions, flow of energy and body language. We can use any of these manifestations as a vehicle to turn inwards and contemplate on our state of being to develop awareness of our inner voice. It was such a relief to know that my perceived weakness was actually a strength. I decided to respect and inquire into my emotions to develop self-awareness.

When I stopped working, I did not know how to measure my worthiness. Till then, I had measured it with titles and outcomes. As a parent and homemaker, there is no specific measure of success. Even if I were to try and measure it, the rewards are delayed. Hence, looking from a lens of titles and accomplishments, my self-esteem had taken a dip. We are gifted with different intelligences and skills, and hence we perceive and experience life differently. When our self-worth is dependent on titles, validations, recognition, social status, and net worth, the ups and downs of life agitate our emotions. Through self-awareness, we can learn to appreciate our potential. To free myself from external

crutches and understand my self- worth, I took a few personality assessment tests and listed my accomplishments. I remembered that decisions taken by trusting my inner voice had resulted in abundance and joy. *In that moment, I knew that my inner voice was my biggest wealth.* 

My need to be feel accepted and loved often hindered me from being vulnerable. I would hesitate to voice myself for fear of feeling rejected or misunderstood. The irony was that the world had never rejected me. In my fear of getting hurt, I had rejected my inner voice due to lack of awareness. The anguish was a cry for freedom by my inner voice. We compliment and contribute to each other through our differences. Our interpretations and beliefs camouflage our ability to listen to our inner voice. When the ocean perceivably swallows the sun at sunset, we experience darkness. The sun does not disappear; darkness is an illusion created by the rotation of the earth. Awakened to the existence of the inner voice, I knew that my inner voice was the perfect guide to living through all the unknowns of life.