

# Pathwork Lecture 232: Being Values Versus Appearance Values – Self-Identification

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This lecture is given in an **expanded poetic format**, what I call a **Devotional Version** of the lecture, and in that sense this is **my interpretation** of the **intent** of the lecture. I may have interpreted portions differently from you, and I ask you to ponder the words for your own interpretation. I did this Devotional Version so I can take the words into my heart, phrase by phrase, much as I would in reading poetry -- **devotionally**.

The blessings to me in developing this version have been truly profound, and my wish is that this Devotional Version will be a blessing to others. ***I invite you to slowly read and ponder this version of the text – with an open heart to experience the Guide’s Presence and Love emerging from among the words such that the wisdom comes to live you.***

*For clarity: The original text is in bold, sometimes italicized. [My adds of commentary/clarification are in brackets, italicized, and not bolded.] To learn more of my Devotional Version and to access the few lectures I have done in this way, go to <http://www.garyvollbracht.com/quotes/pathwork-lectures-expanded-versions/>  
Gary Vollbracht*

¶	Content
03	<p><b><i>Greetings and divine blessings for all of you, my most beloved friends.</i></b></p> <p><b><i>This last lecture of our working season</i></b></p> <ul style="list-style-type: none"> <li>• <b><i>continues and</i></b></li> <li>• <b><i>summarizes</i></b></li> </ul> <p><b><i>your inner path so far.</i></b></p> <p><b><i>Your growth is</i></b></p> <ul style="list-style-type: none"> <li>• <b><i>heartwarming and</i></b></li> <li>• <b><i>a most joyous sight to behold.</i></b></li> </ul> <p><b><i>You have grown much more, my beloved friends, than you can realize.</i></b></p>

by Eva Broch Pierrakos

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04	<p><i>The <u>key</u> to</i></p> <ul style="list-style-type: none"><li>• <u>happiness</u> and</li><li>• <u>abundance</u></li></ul> <p><i>is <u>changing over</u></i> <i>to a <u>new level of operation</u></i> <i>on which the <u>old</u> attitude of</i></p> <ul style="list-style-type: none"><li>• <u>taking</u>,</li><li>• <u>wanting</u></li><li>• <u>demanding</u> and</li><li>• <u>not giving</u></li></ul> <p><i>is <u>transformed into</u></i> <i>an attitude of</i></p> <ul style="list-style-type: none"><li>• <u>love</u>,</li><li>• <u>giving</u>,</li><li>• <u>devotion</u> and</li><li>• <u>sincerity</u>.</li></ul> <p><i>There is no other key.</i></p> <p><i>But to talk about it [i.e., talk about the key to happiness and abundance] before one is even <u>aware of</u></i> <i>the [old] <u>non-giving attitude</u> is</i></p> <ul style="list-style-type: none"><li>• <u>superficial</u> and</li><li>• <u>pointless</u>.</li></ul> <p><i>You have to <u>recognize</u></i> <i>such [negative] attitudes</i> <i>before this key</i> <i>can become useful.</i></p> <p><i>In this lecture</i> <i>I want to show you on a yet deeper level</i> <i>how <u>understanding</u></i> <i>that there is a <u>different way to exist</u></i> <i><u>relates to the problem of</u></i></p> <ul style="list-style-type: none"><li>• <u>values</u> and</li><li>• <u>self-identification</u>.</li></ul>
05	<p><i>Fundamentally,</i> <i><u>two value systems</u></i> <i><u>govern human beings</u>.</i></p> <p><i>One system is that of</i> <i><u>being values</u> and</i> <i>the other is that of</i> <i><u>appearance values</u>.</i></p>

	<p><i>We have talked about them in a more</i></p> <ul style="list-style-type: none"><li><i>• superficial and</i></li><li><i>• cursory</i></li></ul> <p><i>way in the past.</i></p> <p><i>I will now attempt to show you the <u>ramifications</u> of these two value systems.</i></p>
06	<p><i>Most human beings function on the level of <u>appearance values</u>.</i></p> <p><i>Only the <u>most evolved</u>, who have already gone through an extensive path of</i></p> <ul style="list-style-type: none"><li><i>• self-purification and</i></li><li><i>• transformation,</i></li></ul> <p><i><u>function according to real values</u> – for the sake of <u>what is</u>, and <u>not for the sake of</u> <u>appearance in the eyes of others</u>.</i></p>
07	<p><i>Here, too, as in so many other areas, it is <u>not an either/or</u>. There are <u>degrees</u>.</i></p> <p><i>A person can function</i></p> <ul style="list-style-type: none"><li><i>• in some areas of life with the <u>true values</u> and</i></li><li><i>• in other areas still be bound to the importance of <u>appearance</u>.</i></li></ul> <p><i>Only <u>gradually</u>, in the course of this pathwork, will the former [i.e., true values] take over more and more where the latter [<u>appearance values</u>] had prevailed.</i></p>

08	<p><i>Before such an extensive path [as this pathwork] is undertaken, and for some time after it has begun, <u>humanity functions in most areas</u> with the <u>appearance values</u>.</i></p> <p><i>Now let us see the difference.</i></p>
09	<p><i><u>Appearance values</u> always <u>aim</u> to <u>create an impression</u>.</i></p> <p><i>Such <u>false</u> [i.e., appearance] values may have <u>crass manifestations</u>, such as</i></p> <ul style="list-style-type: none"><li>• <i><u>craving approval</u> and</i></li><li>• <i><u>selling out one's truth</u></i><ul style="list-style-type: none"><li>• <i>to <u>impress others</u> or</i></li><li>• <i>to be <u>thought of</u> in the <u>highest terms</u>.</i></li></ul></li></ul> <p><i>This tendency can be quite</i></p> <ul style="list-style-type: none"><li>• <i>obvious and</i></li><li>• <i>overt,</i></li></ul> <p><i><u>but it can also be quite</u></i></p> <ul style="list-style-type: none"><li>• <i>subtle and</i></li><li>• <i>covert,</i></li></ul> <p><i>not so easy to detect.</i></p> <p><i><u>Inwardly</u>, in many</i></p> <ul style="list-style-type: none"><li>• <i>activities and</i></li><li>• <i>directions</i></li></ul> <p><i>you <u>subtly focus on</u></i></p> <ul style="list-style-type: none"><li>• <i>secret,</i></li><li>• <i>semi-conscious</i><ul style="list-style-type: none"><li>• <i>expectations and</i></li><li>• <i>concerns</i></li></ul></li></ul> <p><i>about <u>"what will I be thought of."</u></i></p>

	<p><i>The <u>fear</u></i> <i>of <u>negative reaction from others</u></i> <i>causes a <u>tremendous amount of anxiety.</u></i></p> <p><i>Therefore</i> <i>the <u>appearance value system</u> is</i> <ul style="list-style-type: none"><li>• <i>insidious</i> and</li><li>• <i>poisonous.</i></li></ul></p> <p><i>It is <u>much more harmful,</u></i> <i>my friends,</i> <i>than it may seem,</i> <i>for it truly <u>disconnects you</u></i> <ul style="list-style-type: none"><li>• <i>from your <u>inner reality,</u></i></li><li>• <i>from your <u>higher self,</u></i></li><li>• <i>from the <u>truth of the situation</u> and</i></li><li>• <i>from the <u>sincerity of your</u></i> <ul style="list-style-type: none"><li>• <i>involvement</i> and</li><li>• <i>investment.</i></li></ul></li></ul></p>
10	<p><i>If you start observing yourself</i> <i>from this point of view,</i> <i>you will discover</i> <i><u>many areas</u></i> <i>that at first appear very subtly</i> <i>in your field of vision.</i></p> <p><i>Yet</i> <ul style="list-style-type: none"><li>• <i>when you</i> <i>become <u>more conscious</u> of them,</i></li><li>• <i>when you</i> <i><u>tune in to them,</u></i> <i>you find they are <u>not so subtle.</u></i></li></ul></p> <p><i>Actually</i> <i>the <u>value system of appearance,</u></i> <i>as opposed to</i> <i>the <u>value system of being,</u></i> <i><u>makes all the difference in the world.</u></i></p>

	<p><i><u>Appearance values,</u></i> <i>no matter how</i></p> <ul style="list-style-type: none"><li>• <i>strong and</i></li><li>• <i>apparently loving or</i></li><li>• <i>creative</i></li></ul> <p><i>the</i></p> <ul style="list-style-type: none"><li>• <i>effort and</i></li><li>• <i>goal</i></li></ul> <p><i>may be,</i> <i><u>always connote an insincerity.</u></i></p> <p><i>For what you do</i> <i>is done for effect:</i> <i>either</i></p> <ul style="list-style-type: none"><li>• <i><u>directly through the activity</u> [itself, e.g., an artist]</i></li></ul> <p><i>or</i></p> <ul style="list-style-type: none"><li>• <i>[indirectly] to attain</i><ul style="list-style-type: none"><li>• <i><u>power</u> and</i></li><li>• <i><u>money</u></i></li></ul></li></ul> <p><i>for the sole sake of</i> <i><u>proving your value.</u></i></p>
11	<p><i>When you operate with</i> <i><u>being values</u></i> <i>you do what you do</i></p> <ul style="list-style-type: none"><li>• <i>for the sake of the <u>truth,</u></i></li><li>• <i>for the sake of <u>being.</u></i></li></ul> <p><i>This may simply mean</i> <i>to <u>do the best you can,</u></i> <i>regardless of others' opinions,</i> <i>so that the activity [itself]</i> <i>fulfills its <u>innate purpose.</u></i></p>

*Or it may mean  
offering whatever you do  
up to God,  
contributing*

- *love,*
- *beauty,*
- *goodwill,*
- *comfort,*
- *something constructive*
  - *to the world or*
  - *to another person –*

*again regardless of*

- *others' opinions or*
- *even their noticing*
  - *the effort and*
  - *the effect.*

*Whether you make*

- *an important humanitarian contribution,*
- *a work of art,*
- *a scientific project, or*
- *the smallest,*
  - *most insignificant daily chore*
  - *makes no difference.*

*It is just as important  
to do every daily activity  
in the spirit of*

- *being,*
- *not appearance.*

12

*When you act  
for the sheer sake  
of what the act itself represents,  
rather than using your*

- *work and*
- *accomplishment*
  - *to substitute for your sense*
  - *of self-value,*

*this always finally amounts*

- *to an act of love,*
- *to spiritual sincerity,*
- *to giving and enriching life.*

	<p><i>What you give to <u>others</u>, you give to <u>yourself</u>.</i></p> <p><i><u>Not giving to others</u> <u>deprives you even more</u> <u>than it deprives others.</u> <u>It makes you incapable</u> <u>of receiving</u> <u>what is available for you.</u></i></p>
13	<p><i>When you operate on the <u>being level</u>, <u>some very drastic changes occur.</u></i></p> <p><i>These [very drastic changes that come from operating on the <u>being level</u>] are <u>byproducts</u> <u>of the integrity</u> <u>of your motive</u> <u>on the deepest level</u>, <u>though you may never</u> <u>make that connection.</u></i></p> <p>Let me give you an example: <i>When you are</i></p> <ul style="list-style-type: none"><li>• <i>attacked or</i></li><li>• <i>judged or</i></li><li>• <i>criticized or</i></li><li>• <i>rejected,</i></li></ul> <p><i>as long as you operate with the <u>value system</u> of <u>appearance</u>, you will feel <u>totally devastated.</u></i></p> <p><i><u>How can it be different?</u> If you attach</i></p> <ul style="list-style-type: none"><li>• <i>your <u>self-worth</u> and</i></li><li>• <i>your <u>self-esteem</u></i></li></ul> <p><i>to how you <u>appear in the eyes of others</u>, you <u>must feel annihilated</u> <u>when anyone</u> <u>sees you in a bad light</u>, <u>however small the issue.</u></i></p>



*You feel*

- *you lose your inner ground;*
- *you are no longer centered in yourself.*

*Of course,*

*you are never really centered  
as long as you are governed by  
appearance values,  
but you are unaware of it [i.e., unaware that you  
are not centered]  
when you are not being criticized.*

*You seem centered*

*when you receive*

- *praise and*
- *admiration*

*because you feel gratified  
at the moment.*

*You are unaware*

*of the anxiety  
that eats you up,  
even in moments of success.*

*As long as you*

*receive your worth  
from others,  
you must constantly  
worry about  
your ability to maintain  
the un-centered state  
of receiving self-value  
from outside yourself.*

*You have no real control*

*over your sense of  
self-value.*

14	<p><i>Operating with <u>being values</u>, on the other hand, brings a <u>deep inner security</u>.</i></p> <p><i>This is <u>not</u> to say that you would <u>not</u> be hurt by</i></p> <ul style="list-style-type: none"><li><i>• hostile judgments,</i></li><li><i>• unfairness and</i></li><li><i>• the intent to put you down.</i></li></ul> <p><i>But there is a <u>world of difference</u> between the kind of hurt that <u>can never</u> shake your foundation and the hurt that <u>does</u> shake your foundation.</i></p>
15	<p><i>If you operate with <u>appearance values</u>, your <u>foundation</u></i></p> <ul style="list-style-type: none"><li><i>• is <u>shaken</u> and even</i></li><li><i>• seems to <u>crumble</u> when your <u>appearance is negative</u>.</i></li></ul> <p><i>This [foundation shaking and crumbling] does not happen when you operate in the <u>deep security of</u> <u>being [values]</u>.</i></p>

	<p><i>Given your</i></p> <ul style="list-style-type: none"><li>• <i>total integrity and</i></li><li>• <i>knowledge of</i><ul style="list-style-type: none"><li>• <i>your real motives</i> <i>on the most hidden levels,</i></li><li>• <i>the truth of your giving,</i></li><li>• <i>the sincerity of your investment</i></li><li>• <i>the pursuit of your goal</i> <i>for its own sake</i> <i>without</i><ul style="list-style-type: none"><li>• <i>hidden thoughts and</i></li><li>• <i>ulterior motives,</i></li></ul></li></ul></li></ul> <p><i>your security</i> <i>in your own value</i> <i>will be so grounded in reality</i> <i>that no matter</i><ul style="list-style-type: none"><li>• <i>how you are judged and</i></li><li>• <i>how it may hurt you,</i></li></ul></p> <p><i>you experience the</i> <i>unshakable truth</i> <i>of your core.</i></p> <p><i>Then your sense of self-value</i> <i>is not dependent</i><ul style="list-style-type: none"><li>• <i>on the opinion of others,</i></li><li>• <i>on their</i><ul style="list-style-type: none"><li>• <i>knowing your assets and</i></li><li>• <i>ignoring your liabilities.</i></li></ul></li></ul></p> <p><i>This creates</i><ul style="list-style-type: none"><li>• <i>a centeredness,</i></li><li>• <i>a security, and</i></li><li>• <i>an awareness of your eternal values</i> <i>that cannot be described in words.</i></li></ul></p>
16	<p><i>When you operate with</i> <i>appearance values,</i> <i>you have no identity.</i></p>

*You make your identity  
depend*

- *on the opinion of  
other people,*
- *on how you appear  
in their eyes.*

*So when you are*

- *praised and*
- *honored,*
- *you derive a  
great momentary sense of*
  - *gratification and*
  - *confirmation**of yourself –*
- *you might even feel  
a temporary exhilaration –  
but that is built on  
a shaky ground.*

*When that*

- *admiration and*
  - *approval*
- is*
- *withheld, or perhaps even*
  - *reversed,*
- the ground shakes and  
you become lost;  
you cease to feel  
your identity.*

*The false sense of your identity  
has been crushed and  
the real sense of it  
has not yet been established.*

17

*As long as  
appearance values  
hold sway  
underneath the surface,  
you constantly  
eat away  
at your self-esteem.*

*Deep inside,  
you know  
you are not in truth  
when you put so much emphasis  
on the level of appearance.*

*You cannot connect  
with your higher self.*

*Since you know  
that you only appear to give [of yourself to others or to God],  
doing it*

- for ulterior motives,*
- for something you want to gain  
in a prideful way,*

*you doubt yourself  
on a very deep level.*

*So when others*

- doubt you,*
- distrust you,*
- criticize you in any way,*

*on the surface  
you may be very*

- indignant,*
- defensive and*
- argumentative,*

*but inwardly  
[you] cannot find your center  
since you doubt your integrity  
about the way you operate generally,  
even if you do not lack integrity  
concerning  
the specific issue.*

18

*Your ability to perceive  
truth in others  
is a*

- profound and*
- important*

*aspect of the  
value system you adopt.*

	<p><i>When you function in your <u>giving mode</u> in a</i></p> <ul style="list-style-type: none"><li>• <i>deeply committed</i></li><li>• <i>sincere</i></li></ul> <p><i>spirit [i.e., giving out of your <u>being values</u>], then <u>whatever you do</u> is a <u>wholehearted investment</u> of your <u>best faculties</u>.</i></p> <p><i>But when this spirit [i.e., the spirit of operating out of your <u>being values</u>] is <u>not there</u> and <u>appearance values reign</u>, you can <u>never really answer questions</u> such as these:</i></p> <ul style="list-style-type: none"><li>• <i>Am I right or wrong?</i></li><li>• <i>Are others right or wrong?</i></li><li>• <i>To what extent am I right or wrong, or are the others right or wrong?</i></li><li>• <i>In what particular area am I right and in what area are the others right?</i></li><li>• <i>In what particular area am I wrong and in what way are the others wrong?</i></li></ul>
19	<p><i>All these questions plague you – although you may succeed in denying your awareness of them [i.e., these questions] – as you <u>unfortunately</u> <u>succeed</u> in <u>stifling awareness of</u> <u>how appearance values</u> <u>undermine your integrity</u>.</i></p> <p><i>The <u>denials</u> [of your awareness of these important discernment questions] are the very <u>cause</u> of <u>confusion</u>.</i></p> <p><i>They create a <u>fog</u> over such</i></p> <ul style="list-style-type: none"><li>• <i>issues and</i></li><li>• <i>questions</i></li></ul> <p><i>when you would need <u>clarity</u> <u>to know who you are</u>.</i></p>

	<p><i>So</i></p> <ul style="list-style-type: none"><li>• <i>you flounder,</i></li><li>• <i>you grope,</i> <i>but not in a healthy way.</i></li></ul> <ul style="list-style-type: none"><li>• <i>You are truly confused</i> <i>and the struggle is painful</i> <i>because it is a struggle</i> <i>that covers up the inner lack</i> <i>of a security</i> <i>that can come only from</i> <i>the deep sincerity of</i><ul style="list-style-type: none"><li>• <i>commitment and</i></li><li>• <i>giving.</i></li></ul></li></ul> <p><i>The lack of</i></p> <ul style="list-style-type: none"><li>• <i>giving and</i></li><li>• <i>commitment</i> <i>eats away</i> <i>at your psychic guts,</i> <i>if I may say so.</i></li></ul> <p><i>It [i.e., your lack of giving and commitment] makes you</i> <i>doubtful</i></p> <ul style="list-style-type: none"><li>• <i>of everything you do,</i></li><li>• <i>of everything you think.</i></li></ul>
20	<p><i>You may adopt an</i></p> <ul style="list-style-type: none"><li>• <i>artificial</i></li><li>• <i>brittle</i> <i>security</i> <i>that is not built on</i><ul style="list-style-type: none"><li>• <i>sound and</i></li><li>• <i>deep</i> <i>self-esteem.</i></li></ul></li></ul> <p><i>However,</i> <i>the groping</i></p> <ul style="list-style-type: none"><li>• <i>that is healthy,</i></li><li>• <i>that is necessary,</i></li><li>• <i>that is the doorway to security</i> <i>takes on</i> <i>a very different form.</i></li></ul>

*It [i.e., healthy groping]  
feels different.*

*Honest searching  
need not be covered up.*

*It [i.e., honest searching and groping]  
is a*

- *beautiful,*
- *growth-producing  
struggle.*

*I can only hint  
at the difference  
in self-experience here,  
for words cannot convey*

*the enormous difference  
between  
the hurt of being misjudged  
when you do not  
lose your being from it*

*and  
the hurt that destroys you – or  
the difference  
between*

*the struggle of  
• real growth and  
• search*

*and  
the false struggle of  
covering up  
your hidden insecurity.*

21

*Decide,  
again and again and again,  
every day and  
every hour,  
in all your activities,  
to give your very best  
in truth  
whether or not  
you get admiration,  
whether or not  
it is recognized.*



	<p><i>Do it for the sheer</i></p> <ul style="list-style-type: none"><li>• <i>sincerity,</i></li><li>• <i>truthfulness,</i></li><li>• <i>beauty and</i></li><li>• <i>love of God,</i></li><li>• <i>love of yourself,</i></li><li>• <i>love of life.</i></li></ul> <p><u>Then,</u></p> <p><i>little by little –</i> <i>almost as if it were a byproduct – a</i></p> <ul style="list-style-type: none"><li>• <i>deep,</i></li><li>• <i>secure and</i></li><li>• <i>intuitive</i></li></ul> <p><i>inner knowledge</i> <i>will arise about</i></p> <ul style="list-style-type: none"><li>• <i>issues and</i></li><li>• <i>matters</i></li></ul> <ul style="list-style-type: none"><li>• <i>where you were uncertain before</i></li><li>• <i>where you needed to defend your uncertainty</i></li><li>• <i>where you were truly groping in the dark</i><ul style="list-style-type: none"><li>• <i>in an eternal either/or,</i></li><li>• <i>in an eternal duality.</i></li></ul></li></ul>
22	<p><i>Even if your intellect</i> <i>already embraces</i> <i>the unitive system,</i> <i>in which</i> <i>one is not</i> <i>versus the other,</i> <i>it [i.e., your intellect] does so only in theory.</i></p> <p><i>This [merely intellectual theoretical understanding] is very different from</i> <i>the live experience</i> <i>of being connected to</i> <i>your innermost center</i> <i>from which comes</i></p> <ul style="list-style-type: none"><li>• <i>the intuitive certainty of what is right,</i></li><li>• <i>a certainty about</i><ul style="list-style-type: none"><li>• <i>yourself,</i></li><li>• <i>about others,</i></li><li>• <i>about life.</i></li></ul></li></ul>

*This certainty is*

- *a relaxed inner knowing,*
- *a deep*
  - *peace and*
  - *clarity*

*that no one  
can take away from you.*

*It is free from all defensiveness.*

*It comes only*

*as a result of*

*true self-esteem*

*that is built*

- *on sincere*
  - *giving and*
  - *commitment,*
- *on the being values*  
*we are talking about.*

*What an illusion it is*

*to hope for*

- *self-esteem and*
- *security*

*on any basis other than  
the inner truth*

*of real giving*

*for its own sake!*

23

*Yet another aspect*

*of these two value systems*

*is knowing*

*what you really want.*

*If you do not know*

*your higher self,*

*if you*

- *are disconnected from it [i.e., from your higher self] **and***
- *cannot identify with it,*

*if all your energy*

*is funneled into*

*appearance values and*

*you therefore lack centeredness,*

*how can you possibly*

*know what you want?*

	<p><i>[In this situation of not being connected with your higher self]</i> <b><u>Everything is</u></b></p> <ul style="list-style-type: none"><li>• <i>colored and</i></li><li>• <i>determined</i></li></ul> <p><i>by the <u>appearance values.</u></i></p> <p><i>If appearance in the eyes of others</i> <i>takes precedence over</i> <i>what <u>you</u> may want,</i> <i>you <u>cannot even allow yourself</u></i> <i>to <u>know what you</u> want.</i></p> <p><i>For if what <u>you</u> want</i> <i>might reduce</i></p> <ul style="list-style-type: none"><li>• <i>honor and</i></li><li>• <i>esteem</i></li></ul> <p><i>from others,</i> <i>it may seem preferable [i.e., preferable to knowing what you truly want]</i> <i>to [instead] talk yourself into</i> <i>wanting what you <u>ought to want,</u> [and what you <u>ought to want,</u></i> <i>giving precedence to <u>appearance values,</u> is]</i> <i>whatever you think would earn you</i></p> <ul style="list-style-type: none"><li>• <i>praise and</i></li><li>• <i>admiration.</i></li></ul>
24	<p><i>Therefore,</i> <i>when you operate with</i> <i><u>appearance values,</u></i> <i>you actually <u>invest in</u></i> <i><u>not experiencing</u></i></p> <ul style="list-style-type: none"><li>• <i>what you <u>really desire,</u></i></li><li>• <i>what may be <u>your destiny,</u></i></li><li>• <i>what is</i><ul style="list-style-type: none"><li>• <i><u>your real potentiality,</u></i></li><li>• <i><u>your real fulfillment,</u></i></li><li>• <i><u>your true longing.</u></i></li></ul></li></ul> <p><i>It [i.e., your real desire, potential, longing, destiny and <u>being values</u>]</i> <i>may not conform to</i> <i>the <u>appearance values</u></i> <i>you have <u>borrowed.</u></i></p>

	<p><i><u>Many systems</u> of <u>appearance values</u> exist, while <u>only one being value</u> exists as far as <u>your own higher self</u> is concerned, [and this <u>one being value</u> is there] with all the infinite varieties of self-expression of all [the other] higher selves.</i></p> <p><i><u>Your</u> <u>being value</u> can <u>never interfere with</u> <u>the higher self value system</u> of another person.</i></p> <p><i>When conflict arises, at least one set of values is hooked on the <u>appearance level</u>, possibly without your knowing it.</i></p> <p><i>Only <u>deep self-confrontation</u> can yield the answer.</i></p>
25	<p><i>By contrast, <u>appearance values</u> interfere with one another and are at the same time</i></p> <ul style="list-style-type: none"><li>• stiff,</li><li>• rigid,</li><li>• unvaried in their<ul style="list-style-type: none"><li>• conformity and</li><li>• dullness.</li></ul></li></ul> <p><i>Individualistic as they <u>seem</u>, they lack</i></p> <ul style="list-style-type: none"><li>• the flexibility and</li><li>• the breathing life</li></ul> <p><i>that only <u>being values</u> can have.</i></p>

26

*If you dare not know  
what you really*  
• *desire and*  
• *long for,*  
you suffer unfulfillment,  
for the false goals of  
appearance values  
can never fulfill you.

*You hunt constantly  
for something  
that can never live up to your expectations.*

*Perhaps even more*  
• *insidious and*  
• *painful*  
*is the very fact*  
*that you do not know*  
what you really want.

*For a while you may succeed  
in hiding this fact  
from yourself*  
*by ardently attempting*  
*to produce imaginary*  
• *desires and*  
• *goals,*  
acting as if  
you believed in them.

*But sooner or later  
you find out  
that you are also*  
confused about  
*your own [real and true]*  
• *desires,*  
• *longings and*  
• *goals.*

*This confusion [about your real desires and longings] only adds*  
• *to your lack of*  
true self-identity and  
*to your despair about it [i.e., despair about*  
*your lack of true self-identity].*

27	<p><u>Appearance values,</u> as long as you adopt them, always <u>disconnect you</u></p> <ul style="list-style-type: none"><li>• from your <u>true desires,</u></li><li>• from <u>knowing what is essentially you -- in</u><ul style="list-style-type: none"><li>• direction, in</li><li>• self-expression,</li><li>• talent,</li><li>• taste,</li><li>• opinions,</li><li>• philosophy, in</li><li>• true feelings,</li><li>• your way of life, in</li><li>• your potentialities to develop, in</li><li>• general trends of life, as well as in</li><li>• little everyday decisions.</li></ul></li></ul> <p>The decisions of</p> <ul style="list-style-type: none"><li>• what to do and</li><li>• what <u>not to do,</u><ul style="list-style-type: none"><li>• in the most mundane matters as well as</li><li>• in the overall direction of your life,</li></ul></li></ul> <p>are always determined by whether you operate with</p> <ul style="list-style-type: none"><li>• <u>being values</u> or</li><li>• <u>appearance values.</u></li></ul>
28	<p><u>So you never truly know</u></p> <ul style="list-style-type: none"><li>• what is <u>really you</u> and</li><li>• what you <u>really want</u> when you are<ul style="list-style-type: none"><li>• governed and</li><li>• polluted by</li></ul></li></ul> <p style="text-align: right;"><u>appearance values.</u></p> <p><u>You borrow</u> an <u>imagined desire</u> that fits into the <u>appearance value system</u> <u>you have adopted.</u></p>

*And when you follow that through,  
of course,  
it leaves you empty.*

*No wonder it is a disappointment,  
even if you do succeed in it  
at a tremendous expenditure  
of your energy system.*

*The tremendous effort  
is only necessary  
because your energy system  
functions contrary*

- *to your true higher self,*
- *to your reality,*
- *to who you really are.*

*So*

- *despair and*
- *a sense of*
  - *futility and*
  - *hopelessness*

*about life arise.*

*You say to yourself,*

- *"I have invested so much,*
- *I have tried so hard,*
- *I used so much effort to accomplish*  
*this and that and the other thing.*

Yet

- *I feel*
  - *dissatisfied,*
  - *empty,*
- *I do not even know*  
*who I really am."*

*Most human beings  
have such*

- *thoughts and*
- *feelings*

*occasionally,  
but they do not know why.*

29	<p><i>The functioning of <u>being values</u> creates a very different situation.</i></p> <p><i>Since you are <u>not afraid</u> of <u>finding</u></i></p> <ul style="list-style-type: none"><li>• <u>your</u> desire,</li><li>• <u>your</u> direction,</li><li>• <u>your</u> expression – whether or not others</li></ul> <ul style="list-style-type: none"><li>• approve and</li><li>• applaud your choices –</li></ul> <p><i>you can afford the luxury of</i></p> <ul style="list-style-type: none"><li>• <u>relaxing inwardly</u> and</li><li>• <u>letting out</u> your true self, with</li></ul> <ul style="list-style-type: none"><li>• its <u>expressions</u> and</li><li>• its <u>desires</u>.</li></ul> <p><i>And thus you will find what it is you really want.</i></p>
30	<p><i>What a <u>tremendous richness</u> to <u>know</u> what you really want!</i></p> <p><i>How <u>rare</u> a phenomenon it is in this world of yours!</i></p> <p><i>How hard the struggle of <u>self-purification</u> must be in order to come to this blessed event of <u>finding the treasure of</u> <u>knowing what you really want!</u></i></p>



*It is not something  
easily discovered.*

*You have to  
detect*

*and then eliminate  
the places*

*where you eat away  
at your*

- true being and
- true expression

*by borrowing*

*what you think*

*you ought to want*

*in order to be*

*what you ought to be*

*instead of [wanting] what you*

- really want and [being who you]
- really are.

31

*When you function with  
appearance values,*

*you cannot trust*

- your perceptions or
- your desires.

*They are not trustworthy*

*when they are tainted*

*by the falsehood of the*

*appearance value system*

*• in which you live and*

*• with which you have*

*disoriented yourself.*

*Something may indeed be desirable,*

*and you do not know*

*• if it is*

*• right or*

*• good*

*for you, or*

*• whether you are*

*wrong in wanting it.*

*You flounder in uncertainty.*

32	<ul style="list-style-type: none"><li>• <i>When you have a</i><ul style="list-style-type: none"><li>• <i>deep,</i></li><li>• <i>sincere</i></li></ul><i>commitment</i> <i>to invest your <u>best</u></i> <i>in <u>all</u> you do,</i></li><li>• <i>when your <u>integrity</u></i> <i>makes sure</i> <i>that you do not have</i> <i>other hidden motives</i> <i>but [rather]</i> <i><u>give for the sake of giving</u> –</i> <i>which is always <u>giving</u></i> <i><u>for God's sake</u> –</i></li></ul> <p><i>then you will <u>experience</u></i> <i>sooner or later</i> <i>the <u>incredible miracle</u></i> <i>that</i> <i><u>your heart's desire</u></i> <i>is <u>God's will.</u></i></p>
33	<p><i>At first,</i> <i>by <u>old habitual standards,</u></i> <i>you will <u>distrust</u></i> <i>that your desire is</i><ul style="list-style-type: none"><li>• <i>good and</i></li><li>• <i>right.</i></li></ul></p> <p><i>Even when you already</i> <i>operate with</i> <i><u>being values,</u></i> <i>you are <u>used to</u></i> <i><u>distrusting your desires.</u></i></p> <p><i>They [i.e., your desires]</i> <i>have been <u>polluted</u></i> <i>for such a <u>long, long time</u> –</i> <i><u>centuries and centuries</u> –</i> <i>that even when there is <u>no longer</u></i> <i><u>any need to distrust them,</u></i> <i>you [still] do.</i></p>

*You automatically assume  
that your desire  
must be wrong,  
that  
if somebody disagrees with you,  
the other person  
must be right and  
your desire is not valid.*

*But as you begin to discover*

- *the effects  
of the being values,*

*you also discover*

- *the miracle  
that these*
  - *pleasurable and*
  - *forbidden**desires*
  - which you thought were*  
*the expectations of the*
    - *greedy*
    - *little**child*

*turn out to be*  
*the will of God.*

*When you function with*  
*appearance values,*  
*the will of God*

- *actually is, or*
- *must at least seem,*

*eternally contrary  
to your desires.*

*It [i.e., the will of God seeming to be contrary to your desires, desires here  
distorted by appearance values] **often is so,**  
because  
your real self  
cannot enjoy doing things  
you [from your real self, the self aligned  
with your being values]  
**do not really want to do.***

34	<p><i>The</i></p> <ul style="list-style-type: none"><li>• <u>superimposed,</u></li><li>• <u>false</u></li></ul> <p><i>desires</i></p> <ul style="list-style-type: none"><li>• <i>do not give real pleasure,</i></li><li>• <u><i>nor are they the will of God.</i></u></li></ul> <p><i>They are dictated by</i> <u><i>appearance values.</i></u></p> <p><u><i>Such desires</i></u> <u><i>and God's will</i></u> <u><i>are opposites.</i></u></p> <p><i>Sometimes the [superimposed false] desires</i> <u><i>seem pleasurable,</i></u> <u><i>perhaps because</i></u> <u><i>they seem</i></u></p> <ul style="list-style-type: none"><li>• <i>naughty and</i></li><li>• <i>rebellious, and are thus</i></li><li>• <i>contrary to God's will.</i></li></ul> <p><i>At other times,</i> <i>they [i.e., superimposed false desires]</i> <u><i>may not even be</i></u> <u><i>contrary to God's will,</i></u> <u><i>but you will never know that</i></u> <u><i>if you are disconnected from your truth.</i></u></p>
35	<p><b>I want to mention</b> <b>one last aspect of this topic –</b> <b>which will be the foreshadowing</b> <b>of much of the work we shall do in the next year –</b> <b>and that is the</b></p> <ul style="list-style-type: none"><li>• <i>creating,</i></li><li>• <i>recreating, and</i></li><li>• <i>molding</i></li></ul> <p><i>of</i></p> <ul style="list-style-type: none"><li>• <u><i>life and</i></u></li><li>• <u><i>soul substance.</i></u></li></ul> <p><i>It [i.e., the creating, recreating and molding of life and soul substance]</i> <u><i>deals with the power of the word.</i></u></p>

	<p><i>It says in the Bible, "In the beginning was the Word." There is a very deep meaning to this.</i></p>
36	<p><i><u>The word</u> is the first creative impulse.</i></p> <p><i><u>The word</u> is the <u>expression of an intent</u>, and <u>the word</u> gives form to the intent.</i></p> <p><i><u>From the word</u>, <u>action</u> can then follow,</i><ul style="list-style-type: none"><li>• <u>creative action</u>,</li><li>• <u>the follow-through process</u>.</li></ul></p> <p><i><u>The word</u> is the first blueprint, it is the <u>plan</u>.</i></p> <p><i>There is a <u>tremendous power</u> in <u>the word</u>,</i><ul style="list-style-type: none"><li><i>whether the word is</i><ul style="list-style-type: none"><li>• spoken with a <u>loud voice</u> or</li><li>• spoken <u>in silence</u> with an <u>inner voice</u>,</li><li>• <u>affirmative</u> and</li><li>• <u>decisive</u>.</li></ul></li></ul></p> <p><i><u>The word</u> is the <u>chisel</u>, it [i.e., <u>the word</u>] is the <u>tool</u> with which you</i><ul style="list-style-type: none"><li>• <u>shape</u> and</li><li>• <u>give form to</u> <u>the soul substance</u> that</li><li>• <u>dwells in you</u> and</li><li>• <u>in which you</u> <u>simultaneously dwell</u>.</li></ul></p> <p><i>It [i.e., <u>the soul substance</u>] • <u>surrounds you</u> just as much as it • <u>penetrates you</u>.</i></p>

37

Every

- thought and
  - intent
- is a powerful agent.*

- From the one-pointedness,
- from the conflict-free attitude behind the uttered word,  
*comes the creative power.*

*Now you can perhaps see quite easily*

*that when you*

- function with appearance values and
- are consequently disconnected from the truth of your real

- being and
- values and
- desires,

*you are*

*disconnected from knowing your Godself.*

*In this case*

*many conflicting levels must also exist.*

*Then your word –*

- uttered with voice or
- uttered in thought – cannot have the
  - strength,
  - power and
  - clarity*it needs to have to create.*

	<p><i>The <u>many conflicting</u></i></p> <ul style="list-style-type: none"><li>• <i>thoughts,</i></li><li>• <i>desires,</i></li><li>• <i>feelings and</i></li><li>• <i>intentionalities</i></li></ul> <p><i>cause a perpetual flickering of</i></p> <ul style="list-style-type: none"><li>• <i>self-defeating,</i></li><li>• <i>short circuiting</i></li></ul> <p><i>actions which</i></p> <ul style="list-style-type: none"><li>• <i>interfere with each other and</i></li><li>• <i>cancel each other out.</i></li></ul> <p><i>Thus [when you operate from <u>appearance values</u>]</i> <i>the <u>word has</u></i> <i><u>no true power.</u></i></p>
38	<p><i>The <u>true power</u></i> <i>lies in</i></p> <ul style="list-style-type: none"><li>• <i>the <u>unconflictedness,</u></i></li><li>• <i>the <u>oneness and</u></i></li><li>• <i>the <u>wholeness</u></i></li></ul> <p><i>of the <u>utterance.</u></i></p> <ul style="list-style-type: none"><li>• <i>Feelings,</i></li><li>• <i>desires,</i></li><li>• <i>concepts,</i></li><li>• <i>perceptions,</i></li><li>• <i>knowing</i></li></ul> <p><i>must <u>all be</u></i></p> <ul style="list-style-type: none"><li>• <i>one</i></li><li>• <i>cohesive and</i></li><li>• <i>compatible</i></li><li>• <i>fused</i></li></ul> <p><i>energy stream.</i></p> <p><i>Then</i> <i><u>the power of the word</u></i> <i>is <u>enormous.</u></i></p> <p><i>Then</i> <i>no matter what you create,</i> <i>with the word as the first agent of creation,</i> <i>it [i.e., what you create] <u>must take</u></i></p> <ul style="list-style-type: none"><li>• <i>form and</i></li><li>• <i>shape.</i></li></ul>

39	<p><i>When you <u>discover problems</u> in what you create, look at the</i></p> <ul style="list-style-type: none"><li>• <u>disorder</u> and</li><li>• <u>contradictions</u></li></ul> <p><i>of your <u>various levels of</u> • <u>thinking</u> and • <u>feeling</u>.</i></p> <p><i>Look at how this emanates from the <u>appearance level</u> by which you function.</i></p> <p><i>As you see this, you will make yet another step toward <u>committing yourself to</u> <u>being values</u> – not just</i></p> <ul style="list-style-type: none"><li>• <u>generally</u> and</li><li>• <u>philosophically</u>,</li></ul> <p><i>but</i></p> <ul style="list-style-type: none"><li>• <u>specifically</u> –<ul style="list-style-type: none"><li>• <u>in every daily act</u> that you undertake as well as</li><li>• <u>in the overall direction</u> of your life.</li></ul></li></ul>
40	<p><i>If you do <u>not yet know</u> what the <u>general direction</u> is, you can use the <u>being value system</u> as you</i></p> <ul style="list-style-type: none"><li>• <u>grope</u>,</li><li>• <u>ask</u> and</li><li>• <u>wait receptively for the answer</u>.</li></ul>



	<p><i>That [method described here] is also following the <u>being values</u>.</i></p> <p><i>The <u>struggle that follows</u> will produce</i></p> <ul style="list-style-type: none"><li>• <i>life and</i></li><li>• <i>light</i></li></ul> <p><i>rather than</i></p> <ul style="list-style-type: none"><li>• <i>chaos and</i></li><li>• <i>confusion.</i></li></ul>
41	<p><i>We will deal in the future with other aspects of the <u>power of the word</u> –</i></p> <ul style="list-style-type: none"><li>• <i>the word you <u>speak</u>,</i></li><li>• <i>the word you <u>think</u>, and</i></li><li>• <i>the <u>influence</u> you have with <u>every word</u> whether</i></li></ul> <ul style="list-style-type: none"><li>• <i>thinking it or</i></li><li>• <i>speaking [it].</i></li></ul> <p><i>You <u>underestimate</u> your own power when you <u>feel distrustful</u> of yourself because you operate with <u>appearance values</u>.</i></p> <p><i>You think then so little of yourself that you cannot possibly consider how powerful</i></p> <ul style="list-style-type: none"><li>• <i>your <u>emanations</u>,</i></li><li>• <i>your <u>expressions</u> and</i></li><li>• <i>your <u>attitudes</u> are.</i></li></ul> <ul style="list-style-type: none"><li>• <i>They can <u>hurt</u>,</i></li><li>• <i>they can <u>influence</u>,</i></li><li>• <i>they can <u>harm</u> –</i></li></ul> <p><i>or</i></p> <ul style="list-style-type: none"><li>• <i>they can <u>heal</u>,</i></li><li>• <i>they can <u>help</u>, and</i></li><li>• <i>they can <u>produce life</u>.</i></li></ul>

42

*If you think of yourself  
as nothing,  
even while you are still in the*

- *error and*
- *lack of integrity*

*of appearance values,  
you insult  
your inherent divine manifestation.*

*This is yet another proof  
that you are  
one with everything that is.*

*If you insult yourself  
because you underestimate*

- *yourself and*
- *your power,*

*you must*

- *harm and*
- *insult*

*others.*

*It is very false  
to imagine that  
people who think little of themselves  
are*

- *humble and*
- *good.*

*One of the many dualistic misconceptions of your world  
is the equating of*

- *self-devaluation*

*with*

- *humility and*
- *goodness,*

*and the equating of*

- *self-value*

*with*

- *pride and*
- *arrogance.*

*Nothing could be  
further from the truth.*

*If you*  
    • *know*  
        • *your own value and*  
        • *your own power and*  
    • *you respect yourself,*  
*then indeed*  
    *you must*  
        • *be considerate of others and*  
        • *value them.*

*You cannot*  
    *devalue yourself*  
*and*  
    *value others*  
        *or vice versa.*

*It is an illusion*  
    *that*  
        *you and others*  
            *are separate.*  
                *All is one.*

*These are words,*  
    *but perhaps if you will look deeper into them,*  
    *you will truly understand their power.*

43

*Be blessed,*  
    *all of you,*  
        *my very dearest ones.*

*Go further*  
    *into the light center*  
        • *of the human race,*  
        • *of your innermost being*  
            *that is the innermost being*  
                *of all*  
                    • *that is,*  
                    • *that ever was and*  
                    • *that ever will be.*

*Go joyfully,*  
    *for you are blessed.*

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