

**INTERPRETING
YOUR MENTAL,
EMOTIONAL, AND
CAREER
BALANCE SCORE**



QUESTIONNAIRE RESULTS

DISCLAIMER

The Suited Monk Gap questionnaire is not a measure of your skills or abilities, it is a catalyst to assist you to become aware of your level of self awareness between your inner and outer self. It is a tool for development, not assessment.

Keep in mind when reading this report that there are no 'good' or 'bad' scores—there are however positive and negative implications for both higher and lower scores. The generic information and suggested actions contained in the summary are suggestions only for making necessary changes in your life and leadership.

This report has been generated using results from the Suited Monk questionnaire. This report presents the size of the Gap between your inner and external self based on a study done by Dr. Mike Thompson by assessing good leadership.

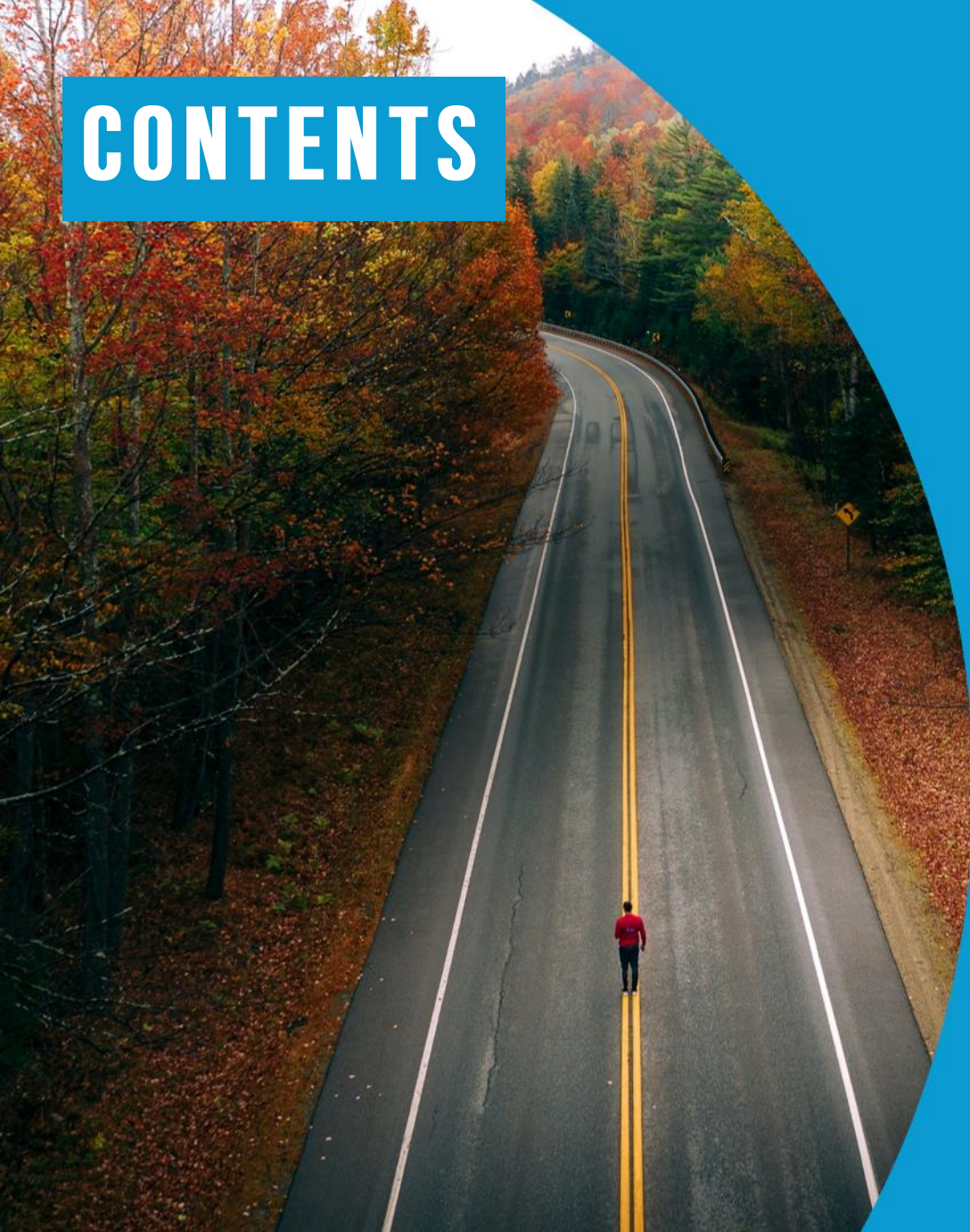
The result displayed on the size of the gap have been generated by comparing your responses to a group of 1,000 + people. A score of 32 - 40 is considered to be within a 'normal' range for the comparison group, whilst higher and lower percentile scores suggest stronger and weaker responses compared with the comparison group.

The information in this report is confidential and should be securely stored. It should be used appropriately (for development, not assessment) with sensitivity to peoples' feelings. Whilst Suited Monk has used its best efforts in preparing this generated reporting, it makes no representations or warranties in respect to the accuracy of the contents to each individual.

Copyright

No part of this work may be reproduced, stored in a retrieval system, transcribed in any form or by any means, including, but not limited to, electronic, mechanical, photocopying, recording, or other means, without prior written permission of Raf Adams & Company Hong Kong UK Ltd. Please direct correspondence to raf@suitedmonk.com.

CONTENTS



Score interpretation

05

Recommendations
to close the gap

17

Next steps

29

04

Your score &
alignment scale

06

Why there is a gap
in life & leadership

20

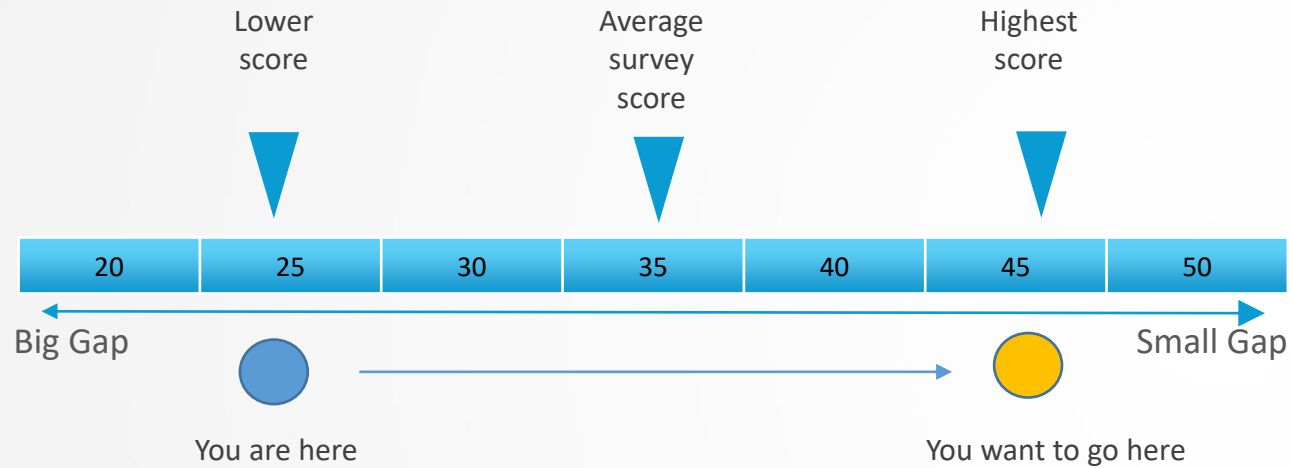
Chapter 01 of the
Suited Monk

30

Testimonials

YOUR SCORE BELOW 30

CHECK WHERE ARE YOU ON THE SCALE



Score	Description
40+	Balanced
30-40	Moderate Challenge
Below 30	Gap Challenge



SCORE UNDER 30

PERSONAL LIFE

You are likely very concerned about the risks in life. You want to play it safe by performing well in the external world, and by conforming to others' expectations of you. You may feel that your life direction is beyond your control, that the external environment is driving you, instead of you driving your journey. This probably generates feelings of frustration, anxiety, and depression, where you question life's purpose and believe happiness is for others and not yourself.

RELATIONSHIPS

In your personal relationships, you may feel frustrated that even if you think you're expressing yourself clearly, people don't understand you or pay full attention. Sometimes you feel lonely or isolated and might look for the company of people who don't value you or know you well at all, ending up in a one-way street relationship where you give a lot and don't get much back.

CAREER PROFILE

If your score is less than 30, you are likely in a career that doesn't align with your talents and true passion in life. You are likely to be primarily motivated by external gain—through money and career development, obtaining short-term happiness during work hours but coming home feeling empty and drained. High levels of stress, burnout, strained work and personal relationships and always looking forward to the weekend or holidays are some common symptoms of a misalignment between your Suit and Monk.

OBSERVATION

You are yet to become fully aware of both your Suit and Monk, the relationship between them, and how you manage them in your life and career.

Perhaps your living environment and job context (Suit), and your upbringing as a child have not given you the chance to integrate your passions in your day-to-day life (Monk). On an emotional level, you may still be struggling with negative past emotions that have not been resolved yet.

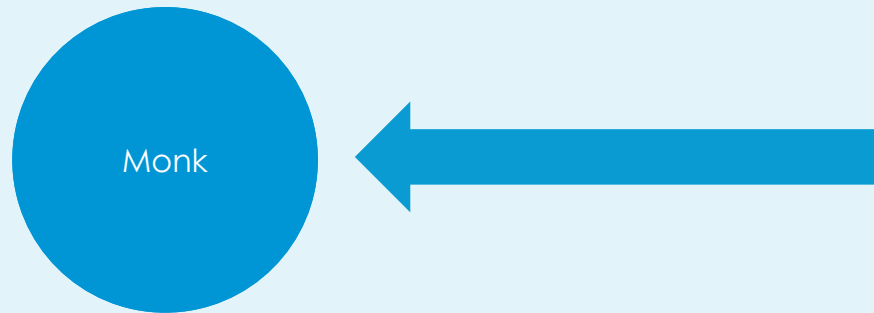
You need to increase your awareness of both your external and internal selves by taking time for yourself and to nurture your Monk.

WHY YOU HAVE A GAP?



THE GAP

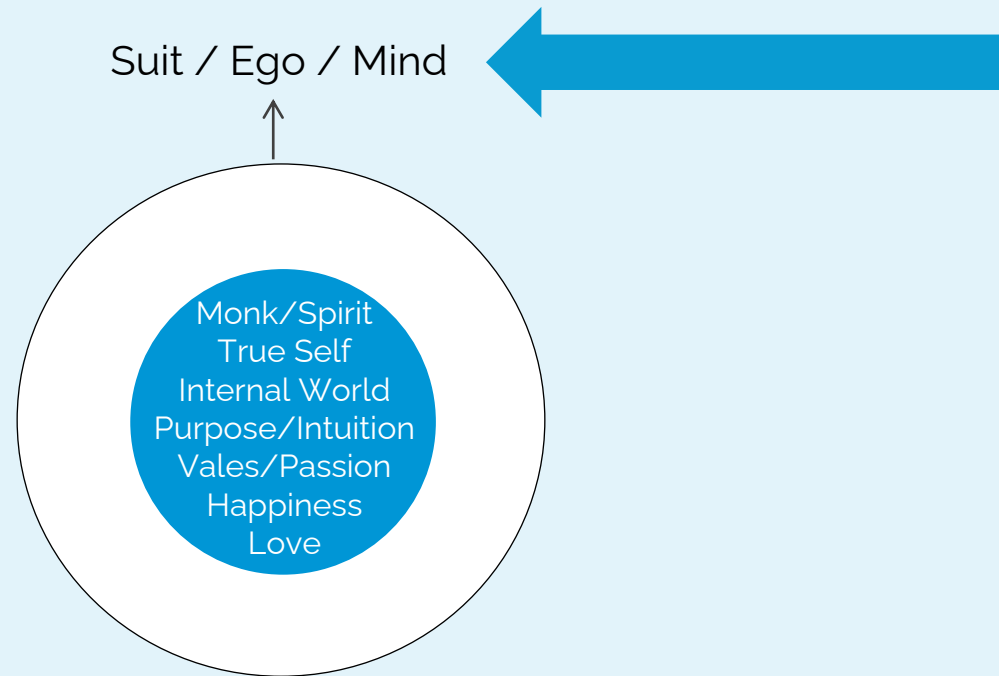
EXTERNAL WORLD



When you were a child you felt no limitations on what you could be in life. You were what I call a total "Monk." You were aligned with your purpose, your values, your intuition, your passion and your source of true happiness. You were playful and free of worry without doubts and fears.

THE GAP

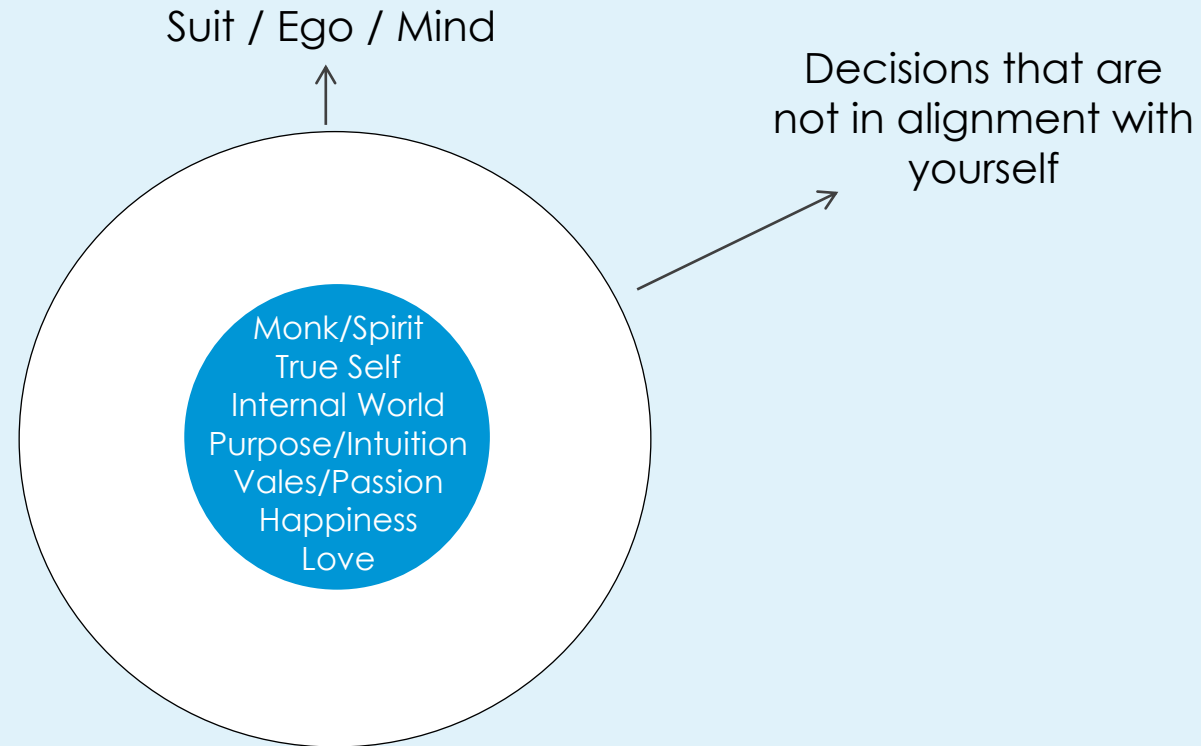
EXTERNAL WORLD



Then as you grew a bit older, around the age of 2 to 5, you develop a sense of self, your ego, your mind. This starts when you identify with your name and your beliefs about who you are and how you see the world.

THE GAP

EXTERNAL WORLD

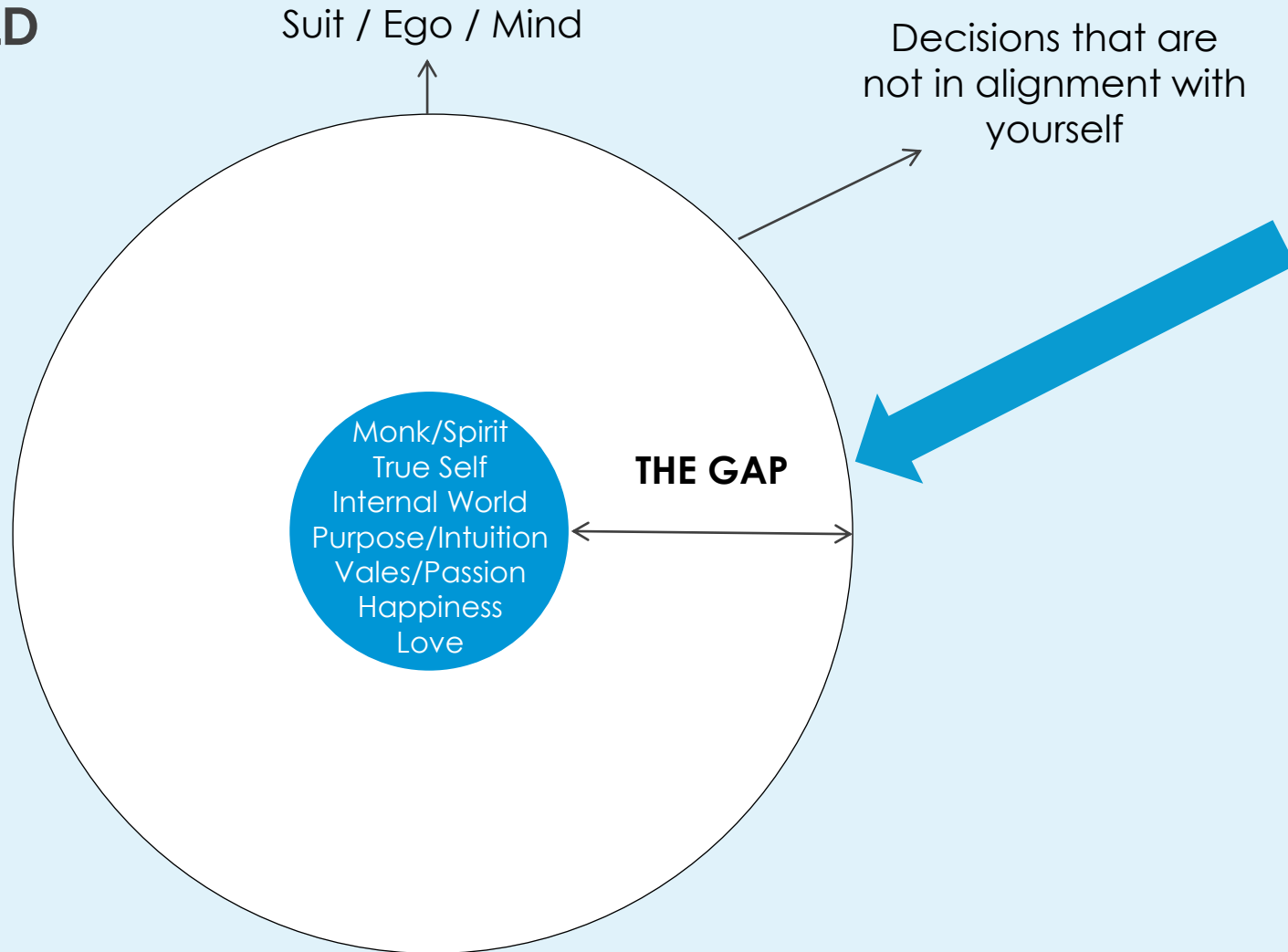


As you develop during your school years you seek love, approval and affirmation from your parents, your peers and authority figures. The need to be accepted and/or to be significant leads to decision-making and behaviours that are not in line with your essential nature.

Now here is the key. **"THE MOMENT YOU MADE A DECISION IN YOUR LIFE THAT WAS NOT IN LINE WITH YOURSELF"**

THE GAP

EXTERNAL WORLD

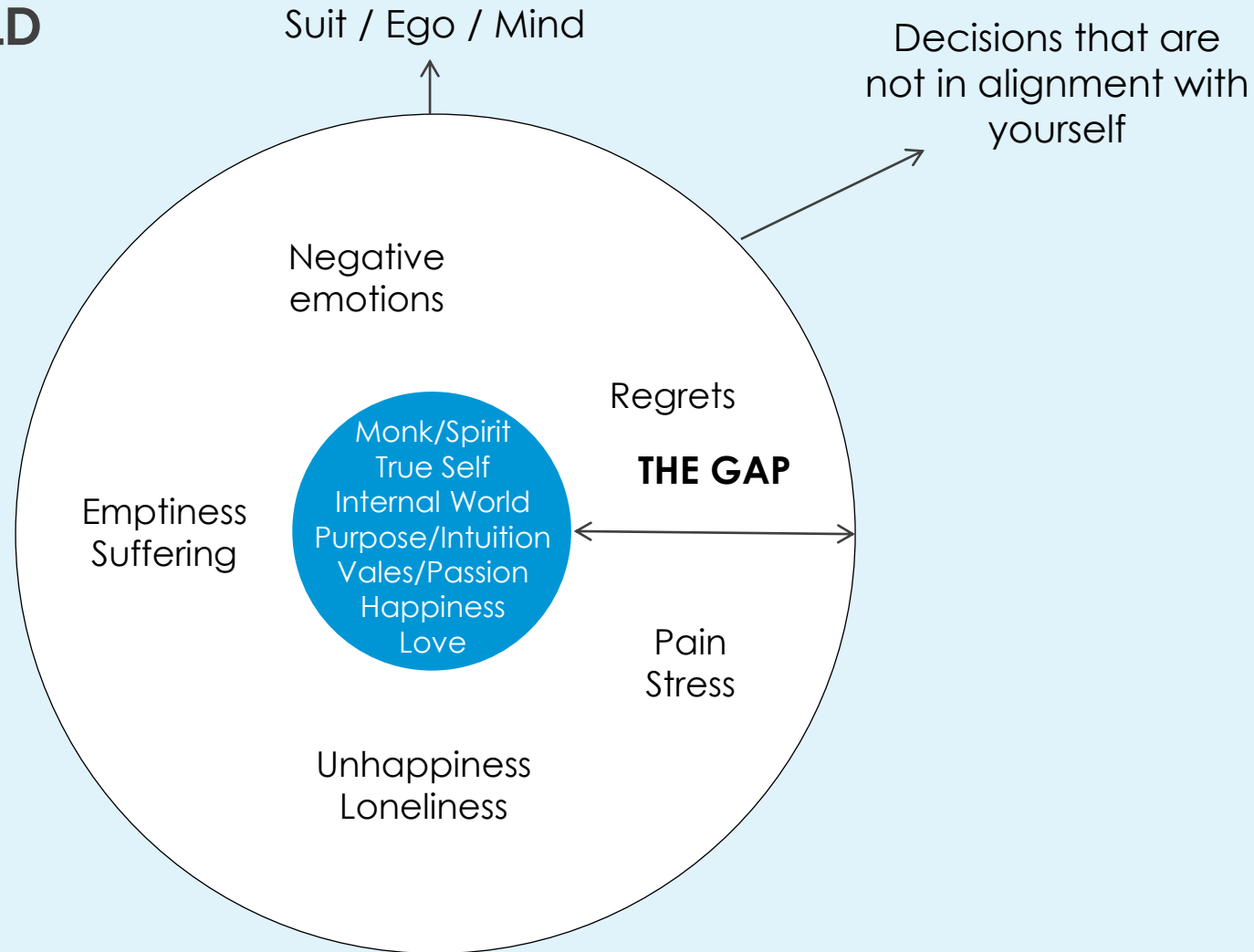


A GAP WAS CREATED BETWEEN WHO YOU PRETENDED TO BE AND WHO YOU REALLY WERE ON THE INSIDE'.

But you make these decisions to be loved, to be accepted, to be approved at a young age...

THE GAP

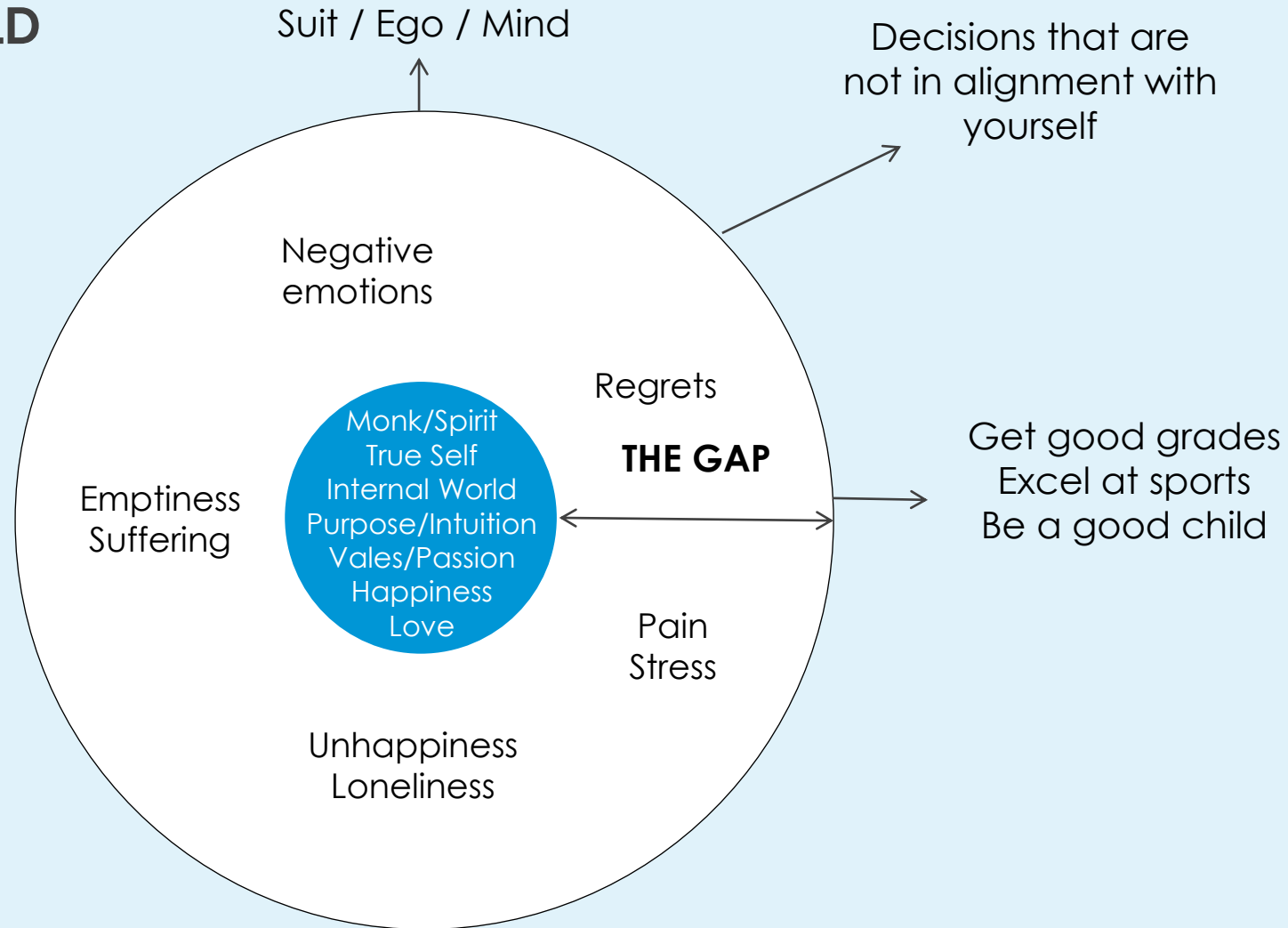
EXTERNAL WORLD



As the Gap between the real you and the projected you grew, so the occasions of suffering, frustration and unhappiness with yourself grew. But because you didn't want to feel that gap what did you do? You started to make more decisions based on the expectation of your parents and peers to gain their approval and to feel loved and accepted.

THE GAP

EXTERNAL WORLD

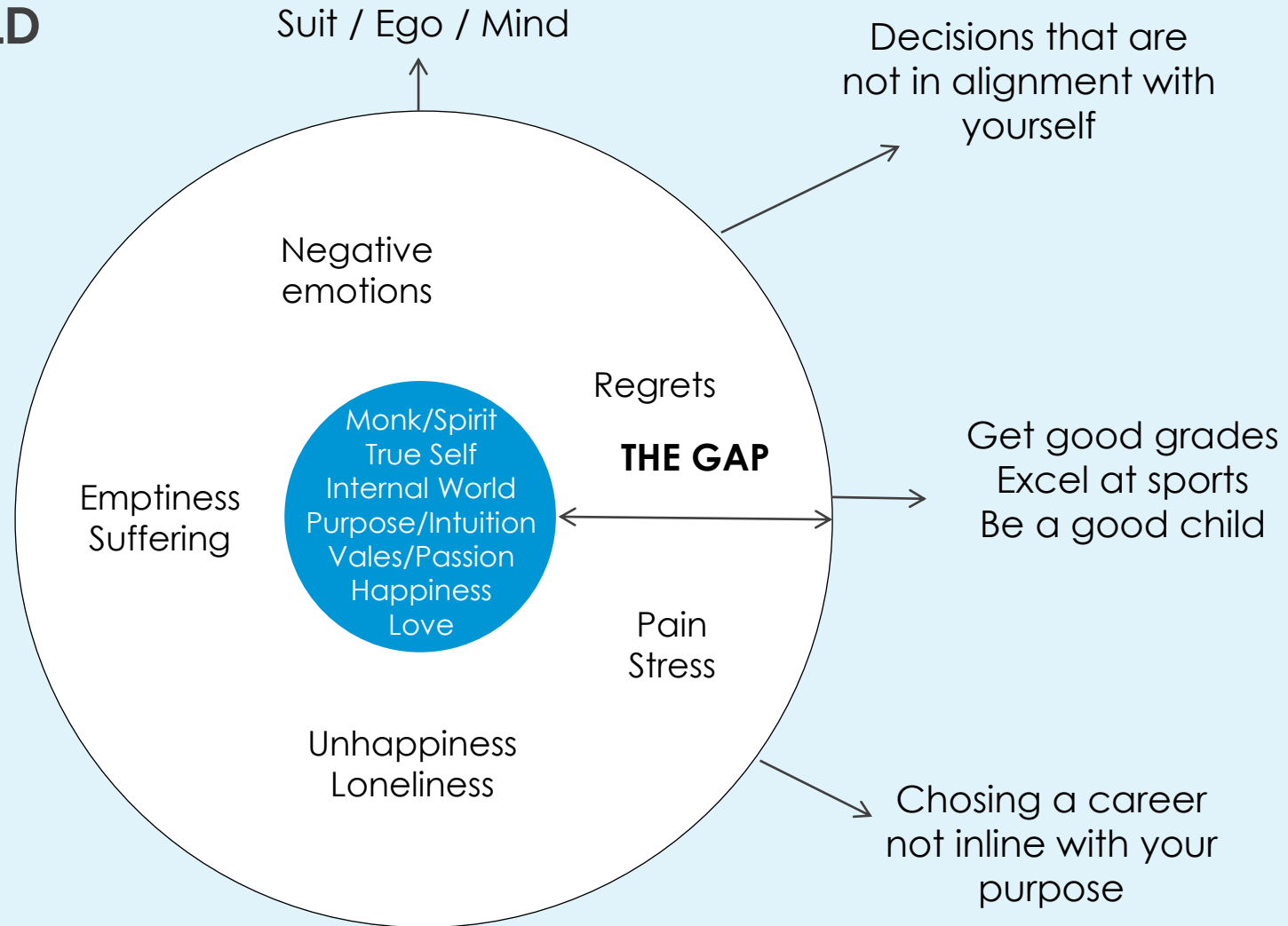


You may have tried to get good grades in school, to excel at sports or to exaggerate your claims. And then the Gap kept growing slowly overtime and you lost connection with your true self, your core identity.

Later on your parents changed into your teachers, your friends, your boss, society, social media, and you started to search into the external world in life and business for a sense of approval and recognition and to be accepted...

THE GAP

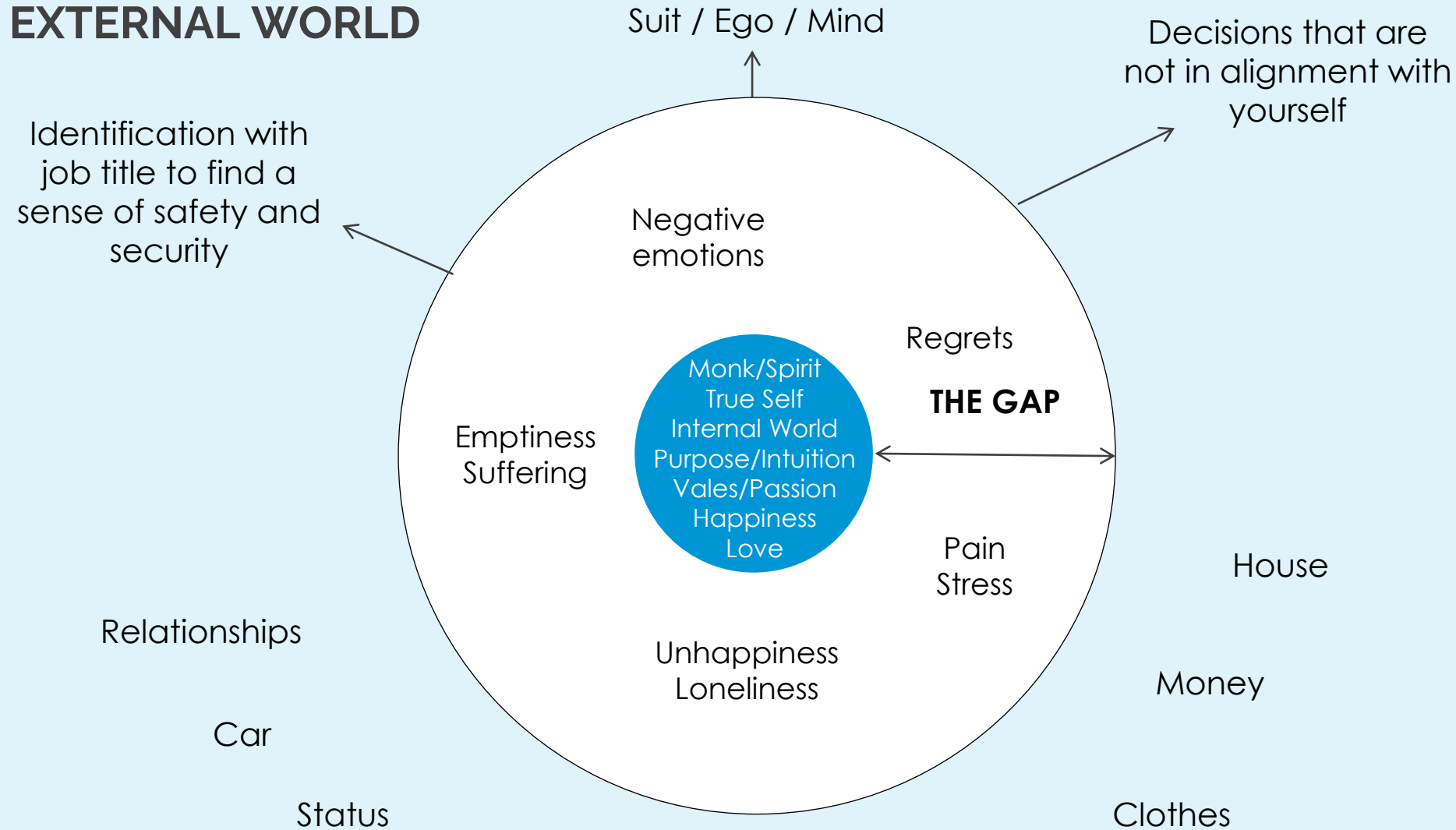
EXTERNAL WORLD



...it could be, choosing a career that your parents wants you to have or searching on social media and reading books about what it means to be successful and how to be happy.... But you never seem to be able to find the answer, because the root cause has never been taught to you.

THE GAP

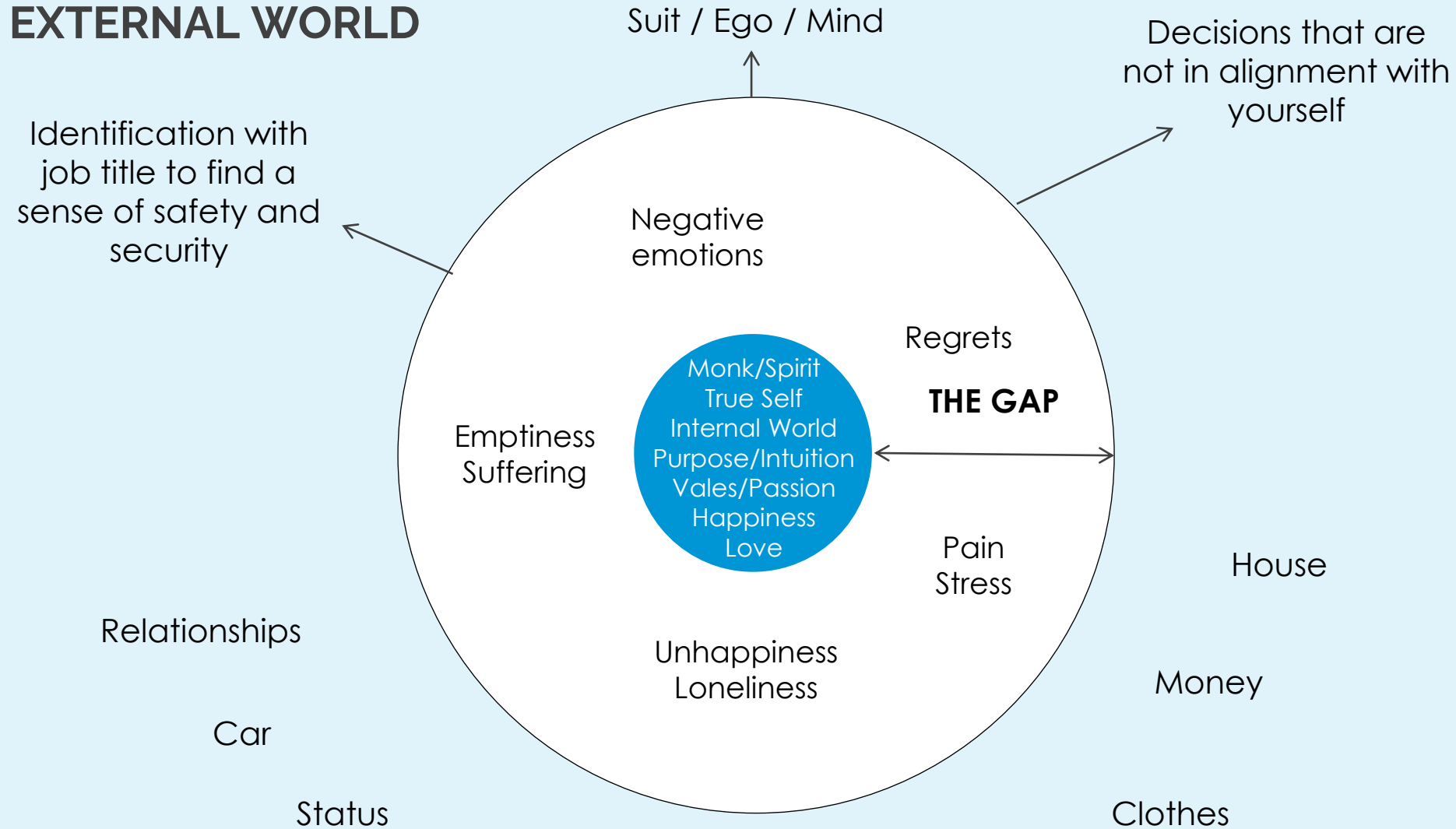
EXTERNAL WORLD



So you start to focus in the external world in search of happiness through job title, car, money, house, success, maybe even in a relationship... But you never seem to be able to find it. And so the Gap becomes slowly larger and larger and it has an impact in your life but also your effectiveness as a leader... Some people then develop addictions to cope with the stress in life.

THE GAP

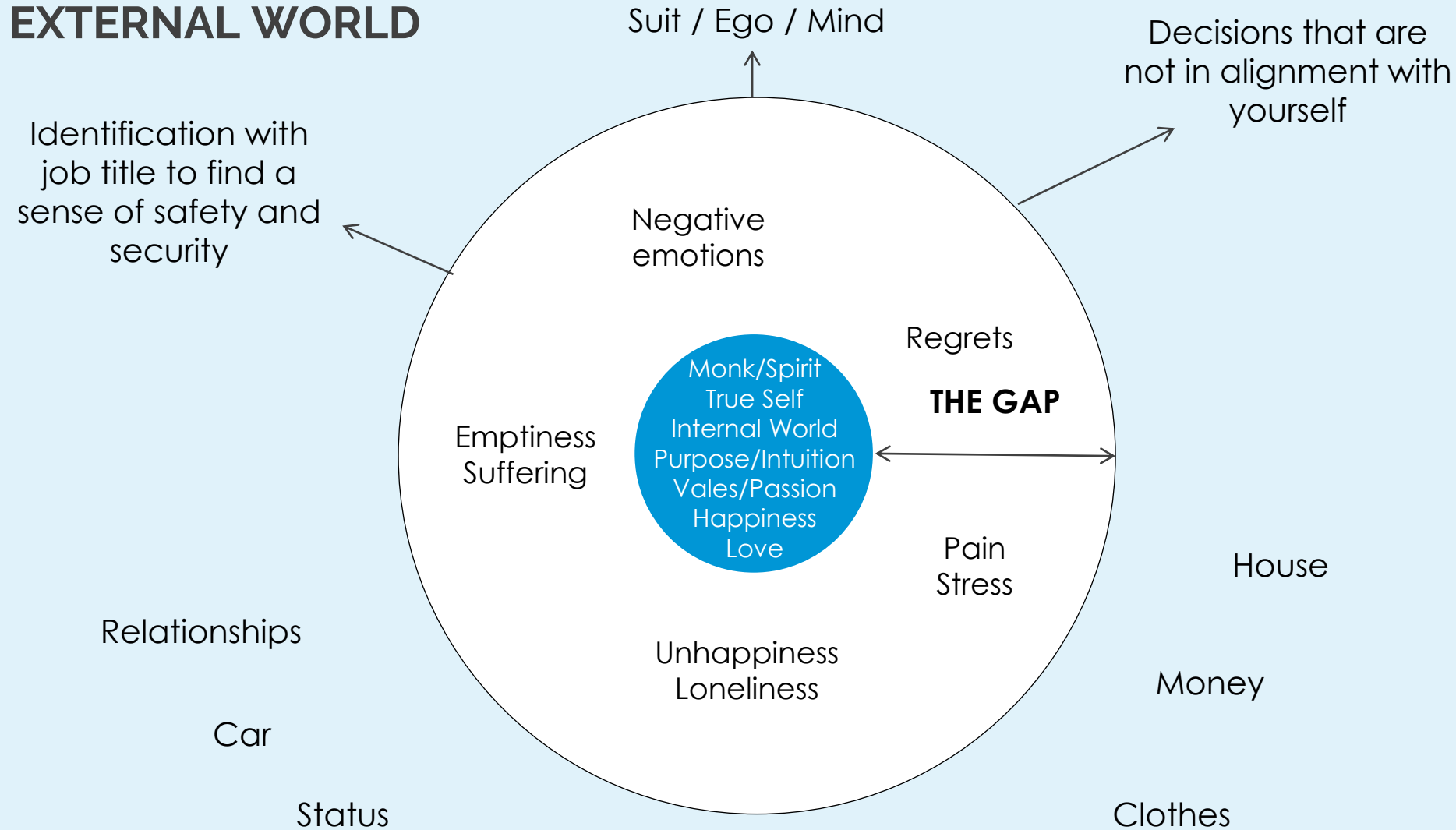
EXTERNAL WORLD



Then later on in life, sometimes it's a burnout/Crisis/Divorce or an accident that serves as a wake up call when you realise that you have not been living a life true to yourself. That's why sometimes you see successful people being depressed or even the most extreme cases commit suicide because they are so disconnected

THE GAP

EXTERNAL WORLD



But it doesn't have to be that extreme. Sometimes it happens when you have a certain degree of success, you have several or many years of working experience and you realise, is this all there is? And you have no idea where to go in life, what your purpose is or what you should be doing as a next step... You can't be truly happy in your career, your life, or your relationship if you have not or are not working towards closing the GAP.

SCORE UNDER 30

ONE WAY OF CLOSING THE GAP: CHECK YOUR EXPECTATIONS

It is important to understand the relationship between your expectations and the Gap. Having strong expectations means you project a certain desired outcome. That then starts to become a factor in how you feel. You think, for example, "If I get that promotion, I will be happy; if I don't get it, I will be unhappy". In this way, your expectations of the external world determine your happiness and unhappiness. If your expectation is not met, the Gap increases.

A way of dealing with this is to reduce your expectations. This doesn't mean you do a shoddy job because you expect a poor outcome. No, it means you do the best you can to get that promotion, but you are not attached to the outcome. If you don't get it, you accept that, let it go, and move on.

The same applies in your relationships. Lower your expectations of other people, such as family members, children and friends. If your expectations of others are too high and they don't deliver or perform to meet *your* standards, both of you may feel frustrated. Instead, focus on loving and appreciating your friends and family for who they are, with all their differences. Remember that the joy they bring often outweighs any mistakes they might make.

SCORE UNDER 30

ONE WAY OF CLOSING THE GAP: CHECK YOUR EXPECTATIONS

In addition to checking your expectations about major life events, such as career directions or relationship decisions, you can check expectations on a moment-to-moment basis. For example, suppose you didn't expect much traffic on your drive to work, and suddenly there is a traffic jam. If you go with your immediate feeling and reaction, notice what happens to your Gap. But if you pause and check your expectations, you will realise that traffic is an unpredictable event. Your best option is to accept the situation. If you're running late, call your co-workers and explain. There is no good reason to let the situation affect your inner state. In fact, most outcomes in the external world are beyond your control anyway, so why become attached to them?

Take the opportunity now to start to learn to listen to your self, your Monk. This includes learning about your values, your passions, and what you feel is most true to yourself. Also become more aware of your Suit and start to realize how you disconnect from your true self in your life and career. Once you are aware of this, you can make better decisions moving forward and start the journey of cultivating true happiness. The first step is to take ownership of yourself and your life. Once you start living more true to yourself, the second step is to learn to make decisions according to your passion and your values. This takes time. As you do this, your passion and your Monk will grow and your happiness will increase. Finally, take ownership of the emotions you experience on a daily basis, both positive and negative. Healing negative emotions will help you close the GAP. Then you can enjoy greater self-fulfillment and success on your life journey.



The hidden key to finding mental, emotional and career balance is to stop focusing **ONLY** on your external self and learn to instead to **ALIGN** your internal and external selves.

CHAPTER 01

THE SUITED MONK

IN SEARCH OF MEANING,
PURPOSE AND HAPPINESS



Once, a monk lived in a cave high on a mountain. He sought solitude because he wanted to experience peace and happiness. Each day he spent hours in blissful meditation, communing with nature. This, he told himself, was the purpose of human existence! He had found what he was looking for. Then one day it occurred to him others should benefit from what he had realised. So with a smile in his heart, he came down from the mountain. As he stepped into the crowded marketplace, a man jostled him. As the monk moved aside, a bicycle speeding by narrowly missed him. He shook his head and thought; these people need some peace in their lives. It was good he had arrived. Just then a woman

dropped her heavy basket. The monk wasn't looking and before he knew it, he was skidding on squashed tomatoes. Without thinking, he grabbed for the woman's arm. "You!" he cried, a snarl on his face. "Watch out! Who do you think I am?!"

I like this story because though we may not be monks, many of us are like this. We don't see how easily we lose whatever happiness we have managed to gain. One little thing goes wrong, and the smile is wiped off our face. Like this monk, we suffer from a huge gap between our inner world and our outer reality, and the worst thing about it is that we don't even realise this is our predicament. Nor do we realise that true, unshakable

happiness, the kind that will give lasting meaning to our life, is possible. Growing up, I wasn't particularly happy. My relationships weren't filled with love and when I got older, rather than being a source of enjoyment, my job put me under constant stress and pressure to achieve. I found it difficult to relate to people, and although I tried to make myself fit into the world around me, that strategy never seemed to work. For twenty-seven years I struggled with feelings of inadequacy, depression, and selfdoubt the full gamut of negative emotions. Bottom line, you could say I was pretty miserable.

Then, a few years ago, everything changed. What previously was darkness became light. Within three years I was fortunate enough to find love and a renewed meaning and purpose in life. Now every single day, even in the most adverse conditions, I feel at peace within myself. Everything I experience within myself feels perfect exactly the way it is, and I enjoy the journey of my life to its fullest. In the next chapters, I will explain more about how this transformation came about. But for the moment, let me just say it was a radical shift, and made my life as it is today a truly fulfilling experience—from the moment I wake up until the moment I go to sleep, both in my work and my

relationships. Sure, I still make mistakes in relating to people—I'm not perfect—but I have no anxiety or negativity because I am free from the ways of thinking that used to limit my potential for being totally fulfilled.

Here's the greatest miracle. I am not sitting by myself in a cave somewhere. I am an entrepreneur who wears a business suit and enjoys his work every day in the business world, yet at the same time I feel spiritually rich. I have come to think of myself as a suited monk. That is, I have found the inner peace, life purpose, and happiness one assumes might come only from living a dedicated spiritual life, locked away in a

cloister or on a mountain top, and yet I enjoy all the material things the world has to offer. In other words, I live an integrated life.

Find Happiness in Your Life as It Is Right Now

The transformation that happened to me is not uniquely mine. Nor is it something that should be turned into classified information. It's something that belongs to all of us; it's our birthright as human beings. We all have a right to grow as individuals and find true happiness. In my work as a coach, public speaker, and workshop leader, I am constantly reminded that most people are seeking something more in their lives. They want more happiness, more joy, and more purpose or meaning in their work and relationships. Many people struggle in today's environment to sustain happiness in such a fast-paced world. Everyone wants to be connected with his or her own self, to love and be loved, yet so few

know how to create a truly satisfied and fulfilling life for themselves. This is not because they don't care, but because they don't know where to find the answers they seek. In this book I explain how you, too, can find happiness and learn to let go of negativity and fear. I share not only stories from my own journey, but also from participants who took my workshops and coaching clients. Some of their names have been altered to respect their privacy.

Recently I met a forty-five-year-old businessman who was referred to me by one of my previous workshop participants. This man was successful in business, good looking, engaging and smart. But as he started to tell me about his situation, I could see tears forming in his eyes. I sensed a desperate

sadness underlying his strong outer appearance. Even though his life was going well, with a stable job, good salary, nice house, and lovely wife and two kids, by all accounts he was on the verge of burnout. He sounded as though he was about to crack; about to lose it all. Why? His case is not unique. I see an epidemic of people all around facing the same challenges. I was one of those people myself a few years ago. Yet, with the right guidance, I believe everyone can find lasting happiness and purpose. My invitation to you is to discover your own inner self—who you truly are. Find out what makes you happy and what gives meaning and purpose to your life. In other words, find your own inner monk.

This book does not adhere to or reflect any particular religious organisation or path. When I say “monk”, I am not referring to any religious tradition, belief system or culture. Rather, I use it as a metaphor to capture the essence of the true self that transcends all religions and faiths. Unfortunately, no single word clearly conveys the meaning of this truth. Some people like to call it a higher power or God. In this book, I have chosen to refer to it as either the *true self* or *inner self*. The more we experience our inner monk, the more we see that its power is not different from the power that runs the entire universe. For this reason, I also refer to this

energy at times as the *universe*. Experiencing the inner self is about getting in touch with a deep well of strength within. A suited monk is comfortable in his business suit (or her business outfit, as the case may be), knowing that unlike the power of the inner self, this external costume is as changeable as any fad or fashion. One of my clients, a fifty-two-year-old French man, recently shared that his wife left him after twenty-five years of marriage. He said, “Of all the people in the world, I wouldn’t expect this would happen to *me*”. For some reason, he thought he was immune to the winds of change. But when happiness is dependent on other

people, your job, or places and events, it can disappear in the blink of an eye. Our minds tend to focus so much attention on the external world, yet nothing in the external world has the power to give us lasting happiness. The only thing we can be completely certain about in the external world is change. We forget that all of a sudden an earthquake could wipe the slate clean, we could be fired from our job, our house could catch fire and all our possessions are lost, or our friends and loved ones could die or simply walk away from us.

When we believe that something on the outside is *making us* happy, we then depend on *having* this thing in order to feel happy. Our happiness is derived from our surroundings and as soon as something out there changes, we are affected by it—for better or for worse. We need to turn this around. Instead of habitually looking outside ourselves, we need to develop the awareness to look within and become more mindful. When you make the effort to do this, you will unlock the key to happiness. You'll be able to say, "I'm happy just the way I am. I'm completely fulfilled, no matter what happens around me". This internal state of being is not dependent on

your surroundings and you can experience it anytime, anywhere. You can experience it right now in your life just as it is and in every moment thereafter. All too often, we find ourselves going to battle in the external world, thinking that it is necessary in order to be successful. We think we need to take control of every situation to get what we really want. But even when we do seemingly conquer the world and achieve that glorious moment of pleasure—we get that sought-after promotion, the perfect wife or husband, the most prized piece of property—we find within a very short space of time we're back in search of the next thing. The thing that made us happy yesterday is

merely a pale shadow of happiness today. "Great, I got it", we think with little or no pause, "now what else can I get?" More, more, more; bigger, better, greater, grander; more luxury, more glamour, more serenity, more perfection. But where does all this lead? We believe that if we achieve, gather, and retain all these things after a lifetime of clamouring for success, the points we've won will add up to and give us happiness. "All that's needed", we think, "is to work hard". So we put our dreams on hold until later, when we think we'll be in a better position to realise them.

How to Use This Book for Your Greatest Benefit

This book is designed to help you discover your own inner world; your true self; your own inner monk. The inner world is where you can find lasting happiness and purpose. Once you find that, you can manifest it in the external world of career, job, and responsibilities. Because we live in both worlds, they naturally develop in sync. This book will guide and advise you on your life journey. The model I use is consistent with the collective wisdom of the world's greatest spiritual traditions and teachers. Whether you are working for a corporation as a CEO, or you are an

accountant, policeman, lawyer or teacher, you can find happiness and purpose. The peaceful, complete and joyful state of being to which the insights in this book point is wholly yours. It is your right as a human being to experience these truths in your life. Each chapter conveys its own message and introduces you to another step on your internal journey. You also will learn how to integrate this internal journey with your day-to-day job. You will have and receive everything you need to live in the flow of life and to lead a comfortable and happy life and career. After sharing the story of my own transformation (chapter 2), I explain the Life Journey Model,

which is a visual representation of your life journey (chapter 3). I then talk about aspects of the external world and how we constantly search for satisfaction from other people and things, while at the same time, we feel disconnected because we identify primarily with the egoic mind, which is by nature prone to feeling unhappy and dissatisfied (chapter 4). If we want to become free of the *egoic mind* and find peace, it is helpful to first recognise what is *not* our true self, so we can discover what our true self is and how to cultivate that experience.

The more we identify with our external world and external suit, the emptier we feel. We suffer and feel pain because we are increasingly disconnected from ourselves. This is what I call the *Gap* (chapter 5). The remaining chapters guide you through your own awakening and reconnection with your true self. You will learn about the laws of rejection and acceptance (chapter

6); learn how to bridge the Gap (chapter 7); discover your inner monk (chapter 8); and take a giant step toward finding true love, your inner self, and your life's purpose (chapters 9 and 10). Some chapters (especially 7 and 8) include practical exercises you can do to apply the principles in your life. You may find some exercises resonate better than others; please take what works for you and leave the

rest. Are you ready to experience a fulfilling life at work, in relationships, at home, and within yourself?

Are you ready to start the journey of *The Suited Monk*?

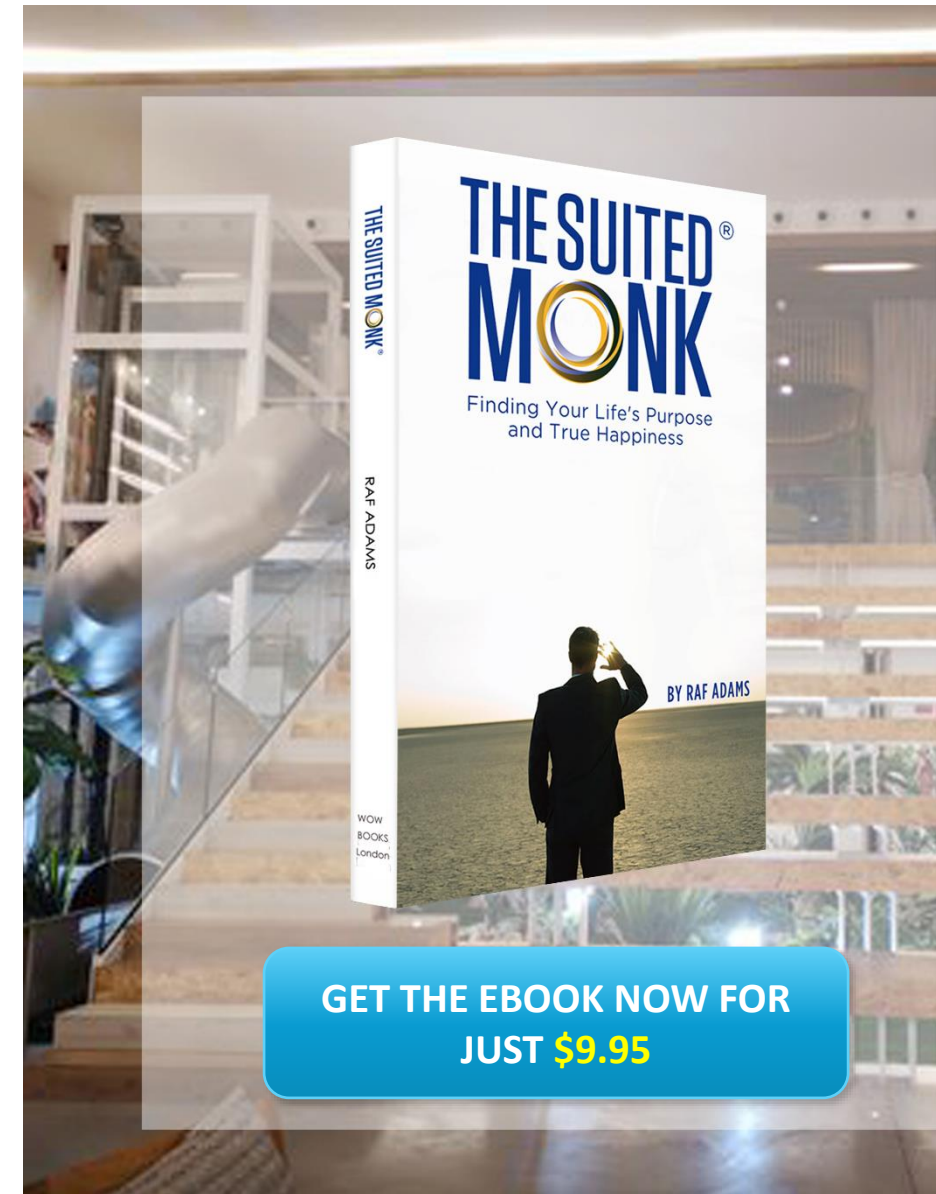
SCORE UNDER 30

PLANNING AHEAD

If you want to learn more how to bridge the gap and find more balance; inside the Suited Monk book you will learn:

- To cultivate your life's purpose and align it with your career
- Letting go of negative emotions, guilt, frustration, suffering
- To live a life true to your values and stop living according to other's expectations
- Develop your intuition to make better life and work decisions
- To let go of emotional pain and suffering
- Overcome fear and limiting beliefs that may hold you back
- A model to help you navigate through life easily
- To find your true path in life
- Self-Awareness of your true talents and gift
- The best tools and strategies of 10 years from teaching seminars and workshops around the world with executives and leaders from Fortune 500 companies

Get it now!



GET THE EBOOK NOW FOR
JUST \$9.95

WHAT PEOPLE ARE SAYING ABOUT THE SUITED MONK



Original and in honest, this book captures the Life Journey workshop perfectly and is highly recommended as separate reading or as complimentary follow up to one of Raf's workshops. I found this book so helpful (Simple language and model, to a complex topic, easy to read, truly a knowledgeable book) that I have already recommended numerous to both read the book and participate the workshop.

HENRIK *Chairman of the Danish Chamber of Commerce*



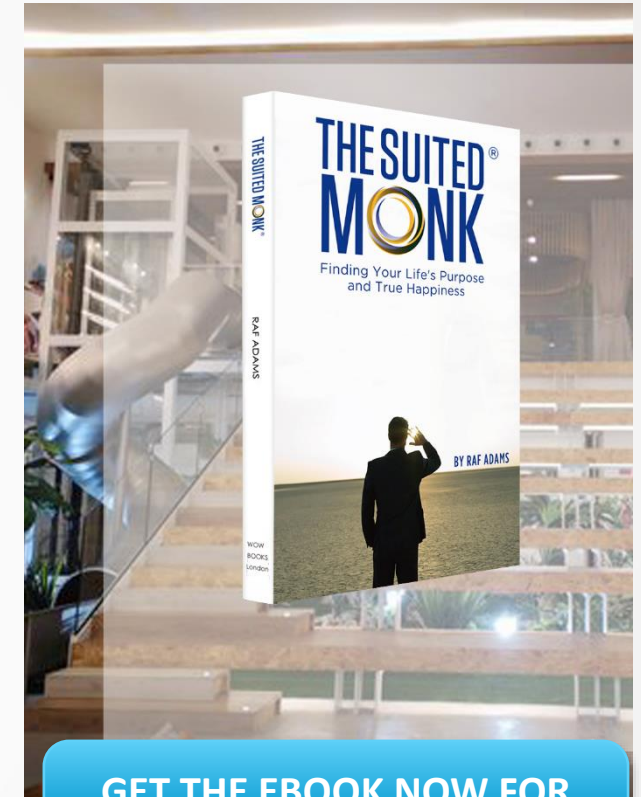
The suited monk "speaks" to you. Written in an engaging, conversational style, the weighty matter of finding your life's purpose has been decoded and broken down into some simple, easy to practice steps. Raf's life journey model has been drawn from his and his workshop participants' rich (and real) experiences and this is what makes it powerful and convincing.

RIKTA *HR Director, R&D*



We live in times of great uncertainty but Raf provides us with great possibilities through his Life Journey Model. This model helps you to see where you are in your life and what is the best journey for you to take. Raf's model will challenge you and take you to a new place of self awakening. Raf's ability to tell his story and to then use the model to build a greater life for himself is truly inspirational and will motivate readers to do the same. A great read.

BRONWYN BOWERY-IRELAND *Former CEO, International Coach Academy*



**GET THE EBOOK NOW FOR
JUST \$9.95**