

SPARK 181

(Matrix Code: **SPARK181.00** for StartOver.xyz game.)

DISTINCTION: People shout “No!” louder and longer than they shout “Yes!”

NOTES: You are inherently creative. You propose your ideas to a team. If someone shouts “Yes!” they already agree with your ideas. They do not have a problem with what you want to do. However, many potential “Yes!” sayers are so busy in their own ecstatic endeavors that they easily assume that if they say nothing you will proceed anyway and the result of them saying nothing will be the same as if they had shouted “Yes!” at you. What they are not taking into account is the massive force of the “No’s” you might receive.

Someone shouting “No!” at you might imagine themselves defending the status quo from your proposal. They may be trying to protect a system that everybody already worked long and hard to agree upon. To succeed at stopping you, their “No!” must deliver enough energy to destroy your momentum and side-track your intentions. Their “No!” needs to kill your plans. This is why “No’s!” are shouted with so much more force than “Yes’s!”

Remember when someone made an offer and your own first reaction was to do whatever it takes to stop them? If you slow down your inner process so it proceeds 10 times slower through your 5-bodies (or speed up your self-observation and inquiry so it is 10 times faster...) you might notice how a proposal first comes through your ears or your eyes, how your Box interprets the proposal (accurately or not) to create a threatening image that triggers your survival-level fear. Your deep fear instantly unleashes enough protective anger in you to destroy whatever triggered your fear with a “No!” That’s where “No’s!” often come from.

If you don’t recognize that people shout “No!” louder and longer than they shout “Yes!” then you may be responding inaccurately to the feedback you receive to your proposals.

EXPERIMENTS:

SPARK181.01 Assume that anyone in a group who is not shouting “No!” at you is shouting “Yes!” at you. This assumption may not be true... but it is far more likely to be true than assuming that the silent people are shouting “No!” at you.

“No’s!” should definitely be consulted for their possible wisdom. At the same time, if you permit a few “No’s!” to stop a majority of “Yes’s!” you are using either the *Consensus* or *Unanimous* group decision-making techniques, neither of which optimizes group intelligence.

You might want to experiment with using a [Torus](http://www.torustechnology.mystrikingly.com/) organizational structure (<http://www.torustechnology.mystrikingly.com/>) which paradoxically allows both “No’s!” and “Yes!” to simultaneously function in separate but mutually-supportive Nodes in your Torus. An example of this is the *Tenth Man* procedure explained in the film *World War Z*, where if nine people agree, the tenth person is required to disagree and research further as if he or she is right.

Here are four conditions to experiment with:

1. **SOMEONE SHOUTS “NO!” AT YOU:** Keep your center, your grounding cord, and your bubble, then be compassionate with the “No!” person’s efforts to defend the status quo. (Compassion means to be present and connected without attaching a story.) Resisting change is a difficult job... but someone in the group has to provide the denying force or else changes will become dangerously chaotic. Resisting change is like a sea-anchor exerting drag in a storm that keeps a sailboat from turning sideways to the waves and being overturned. Ingest the concerns of each “No!” Pause to allow possible internal reordering. Then re-offer your proposal using new words to explain its values and benefits, remembering that this is neither war nor a competition to be right. It is creative collaboration.
2. **YOU WANT TO SHOUT “NO!” AT SOMEONE:** When you want to shout “No!” at someone else, try asking them authentic personal questions instead, such as, “*Could you please explain to me how your proposal makes sense to you?*” CAUTIONARY NOTE: There is a sleazy Gremlin trick that makes it look as if you are asking innocently-curious but actually incriminating-rule-backed questions – for example, by sending your question publicly to an entire database of people who, if they support the organization, should be politically correct and agree with your secretly hidden “No!” This technique creates *intrigue* that is destructive enough to disrupt the business of the group – very tasty Gremlin food. By being an evil landlord of the status quo you throw your victim to a pack of “No!”-shouting wolves in the guise of innocently questioning their motives. You get to stand back and watch the wolf-pack feeding-frenzy until your victim’s flesh has been gnawed away to the bone. Then your Gremlin can start concocting the next intrigue.
3. **SOMEONE SHOUTS “YES!” AT YOU:** Assume they are giving voice to all of the silent others secretly holding a “Yes!” for you in the sidelines. Assume anyone not shouting “No!” is shouting “Yes!”
4. **YOU WANT TO SHOUT “YES!” AT SOMEONE:** Go out of your way to shout your “Yes’s!” extra-loud instead of remaining silent. You never know if someone is balanced internally on some decision about whether to proceed or not depending on people’s acceptance of their creation. Not everyone is [Asshole](#) enough to go ahead without experiencing at least one big “Yes!” More often than you might think, one solid “Yes!” is enough to encourage a person to continue creating something that changes people’s lives, people’s gameworlds, and therefore, the future of humanity. You could be that “Yes!”

HINT: If you think your proposal is fair, useful, needed, and intelligent, and benefits the greater good, then it might help if you prepare the soil for a “Yes!” to emerge from the other people concerned. One way to do this is by making time to stay in connection with status quo defenders. Your efforts can make it easier for them to feel their fears instead of only their anger, and take a risk with your wild proposals because the channel of communication with you remains open and they feel heard, seen, and respected.