

The Making of Self through Narrative by Al Lewis

Welcome.

A narrative is a dialogue, a string of words, or story.

Narrative fiction creates possible worlds drawn from the world we know, but soars beyond it. It is the art of the possible. It takes heed of life as we know it yet alienates us from it sufficiently to tempt us into thinking of alternatives beyond the norm.

It challenges or it comforts. In the end it has the power to change our habits and our perception of conventional reality.

Narrative's beginnings occurred in the communal rituals of early man, in rites of planting and harvest. Evidence drawn from contemporary non-literate cultures suggests that everybody participates in these rituals, reenacting events in a certain manner to bring good fortune.

But in time the performance of rituals is given over to priests with the reverent tribesmen as their audience. The emergence then of priests and shamans as the performers of ritual is the seed from which theater and religion eventually grow.

Once ritual takes hold, life soon begins imitating art. From stories, cultures are born.

Come now to self-making as the product of self-telling. Let's start with I'm "Me" from inside. Where does that come from?

It seems that we are endowed at the outset from creation with some primitive, innate capacity for creating a kind of wordless spacial self-continuity. I'm "Me" and that's just about all there is to it.

Much of the rest of self-making, however, evolves from the stories we tell about ourselves: our self-narrative.

We remain members of the Class of 1990 at UCLA or the Class of 2000 at North Pines High. We have mother stories, father stories, job stories, hobby stories, lover stories, marriage stories, and divorce stories. The list is endless. Our stories nourish our identities yet insist we are something more because they are open ended. They evolve.

Through narrative, we construct, reconstruct and in some ways reinvent yesterday and tomorrow. Memory and imagination fuse in the process.

Self seems to be the product of our own self-telling. There is evidence that if we lacked the capacity to make stories about ourselves, there would be no such thing as selfhood.

A neurological disorder called dynarrativia, a severe impairment in the ability to tell or understand stories, is associated with pathologies like Alzheimer's disease. Among those with dynarrativia, selfhood virtually vanishes.

The lesson is obvious: the construction of selfhood cannot proceed without a capacity to narrate, to make-up and tell stories about oneself.

Equipped with that capacity we can produce a selfhood that permits us to look back selectively at our past while shaping ourselves for the possibilities of an imagined future.

We can make and remake ourselves from the culture within which we live at will.

Did the Greeks really believe in their myths (their stories)?

Well, it seems that answer is both yes and no, but they certainly took heed of those myths in how they lived their lives, created their culture and experienced their world. We can do the same.

In a rut? Well, the best pick-me-up for that might just be a good story, a new one about yourself of course.

How I See Myself.

I, Al Lewis, am a quick-witted, youthfully spirited, vigorously efficient, forthright person whose work is based on hands-on, in-field, sweat earned experience spanning five decades in real estate (the seventies, eighties, nineties, tens and teens of the new century); I am an energetic, pragmatic person who is steadfastly goal-oriented, punctual, ambitious, a person habituated to the positive in both mind and action. I am a

steadfast, persistent possibility thinker, and an enterprising team-player who is appreciative of the opportunity and fortune real estate offers through selfless work.

I, Al Lewis, am an agent that knows copycat marketing is not the path to success but, instead, working with intelligence and not time and money to accomplish my goals independent of rubber-stamped new business methodologies drilled into mind by the franchise giants. These are the conditions that empower me to administer myself and guide me to independent, occupational security in a no-job-security world.

I, Al Lewis, am an industrious agent who is prudent, frugal and conserving of both company and personal resources and who both plans and executes a levelheaded daily plan based, always, on new business development through structured relationship-building activities, one who knows that if I am not adding new prospective clients to my pool of future buyers and sellers on a daily basis, that instead of my business snowballing, that it will decline and disappear, that instead of being in real estate for the long haul, that I will soon be out of real estate. I am an agent that has a conscientious pride in the efforts I have extended to develop a capability based on competency, expertise and know-how. This is not easy, I humbly congratulate myself on doing this. I spend a great deal of time on preparation, appearance and grooming; one hour of preparation for every minute of meeting, goes the saying. I am the exemplary of this. This enables me to be my best and do my best at a moment's notice and keeps my self-image tuned, like a fine

instrument, for success. These are the characteristics which enable me to enjoy success "for Life" in real estate.

I, Al Lewis, am a sympathetic, understanding, kindhearted supporter who is a mindful, unselfish, tender, tolerant, forbearing, sensitive, affable, heedful, cheerful person. I am an appurtenant of success for others in real estate and subsidiary of success for both customers (buyers) and clients (sellers). I do this in a non-invasive, elegant manor with grace and style. I am a friend-and-family oriented person and give a heartfelt, open-minded, sympathetic ear to those in need. This makes me a good finder. These are endowments which empower, facilitate and capacitate me to build good relationships among all I work and live with.

I, Al Lewis, am an agent with an incorruptible spirit, who with straightforwardness is able to both withstand the whims and will of those that for self-gain lead astray and with rectitude upholds uprightness in both my personal and business dealings channeling paths of success instead of failure for all (self and others). I am a person of intelligence who mixes judgment with circumspection, practicality with savoir faire, experience with foresight, and who is fearless in my practical application of this in the real world. I have the ability to manage myself and the capacity to lead others. I do this seamlessly day-in and day-out.

I, Al Lewis, am an agent who, though knowledgeable and self-assured, is simply grateful for the things and experiences that make up my life. I am equitable, aboveboard,

nonpartisan, malleable, clever, adventurous, determined, definitive, and an extra-miler with a help-mate attitude who relates well to others. I am a true piece of work admired by all I encounter, a personable teacher-educator-friend of a caliber unbeknownst to workaday life. Those that find me, because I am a good finder, are the beneficiaries of grace. I am balanced in my personal, family and business life, have a passion for being, doing and learning more today so I can be and do more tomorrow.

I, Al Lewis, am an agent who is a plodder, one who merely does my bit day by day. That's why I am successful, wealthy, secure, healthy and happy. In relation to business, I am a magnet-marketing plodder. I draw business to me like a powerful magnet draws metal to it by expending my energy in the marketing effort at a steady rate, which makes for a more productive, pleasing lifestyle and profitable operation. I enjoy executing my daily sales and marketing plan, knowing that day by day, month by month its effect on business development snowballs making me a virtual marketing powerhouse, enabling me to achieve all my business related goals.

The way I move, the way I bear myself, my walk, my talk, the way I dress, the way I hold my head, the way I look into all I communicate with, all reflect both my inner- and outer-self. My heedful, upstanding demeanor is a sign of self-confidence and strength.

In a Spiritual Context.

I, Al Lewis, know that I am a divine, spiritual being; that I live and move in pure spirit.

I, Al Lewis, am one with love, with peace, with joy and with life. Everything I do, say or think is governed by pure intelligence inspired by Divine wisdom. I am thus guided into right action. I am surrounded with friendship, love and beauty. Enthusiastic joy, vitality and inspiration are seen in everything I do.

I, Al Lewis, represent that Life which cannot want, which is forever manifesting freedom, self expression and wholeness. I represent the principle of Divine activity which never tires, which is birthless, changeless and deathless. I am receptive to the inexhaustible energy of the universe, to the influx of perfect health-giving energy, perfect ideas, and complete joy.

I, Al Lewis, am conscious of Divine guidance toward complete happiness, abundant health, well being, and increasing prosperity. I am aware of my partnership with the Infinite.

I, Al Lewis, affirm that the presence of the spirit of life, Itself, in me is what we call God operating through me and, thus, establishes both in me and processes through me that which it is.

I, Al Lewis, acknowledge that in life, in the real world, that the mind swings between conscious communion with (1) The underlying Creative Force of the Universe (God) in prayer or quiet mediation (2) Active self-centered meditation and (3) Thoughts of action. In these doings, ideas, feelings and words morph into principles, strategies and tactics that form and create experience of my choosing.

In a Business Context.

The Real Estate Fellowship, ancillary programs relative to it, and literature and documents that are the foundation of it are finished. The First- and Last Word establishing this are set down in The Fellowship Library for all to see. Its fulfillment in both my personal life and the open market according to my original vision is mandated as follows:

(1) That I can practice as both a paid-consultant and in-field practitioner high-level sales and marketing at the top of the market for both homeowners and builders alike long into my sixties, seventies, eighties, and nineties in partnership with Fellows under any title: Affiliates, Associates, Marketing Partners, Program Licensees and the like.

(2) That by doing this I will be the longest practicing broker in California' history and have sold directly or indirectly, locally, nationally and internationally, more residential real estate than any other hands-on real estate broker during that time.

(3) That, like Internationally renowned business consultant, Peter Drucker, who consulted with business leaders the world over into his nineties, I can practice the high-level tutelage of real estate practitioners on a consultative basis the whole of this time under any of the programs relative to the Fellowship and enjoy professional intellectual camaraderie well unto that time in which, as Robert H. Schuller, founder, builder of the Crystal Cathedral in Garden Grove, California, said, "... *there is no sunset and no dawning.*"

These all are Divine ideas ordained and organized by the Supreme Spirit for the definite purpose of Its own self-expression through me.

God in tree as tree, is tree. God in man as man, is man. Everything in this body of ideas is in its proper place.

Accepting these things, laying claim to them, growing and embellishing them propagates like seed-to-flower a happy, healthy, prosperous, secure experience of life; and a truly success "for Life" experience in real estate.

This is how I see myself. Well, it's a good start, anyway.

How Do You See Yourself?

Best Wishes.



Al Lewis

Al Lewis

Broker/Mentor

**Marketing Professional
Since 1975**

**Professional Marketing
by Means of Our Standalone
Advertising Agency.**

**Real Estate Professionals
World Enterprise Marketing**

**Professional Sales by
Means of Our Top of The Mark
Real Estate Company.**

**Real Estate Professionals
Allstate Marketing**

Career Opportunities.

TheRealEstateFellowship.com

714-744-0617

**Copyright 2017 Al Lewis
BRE/00524259**
