

Dr Rakesh Chopra



UNEXPLORED SECRETS OF SUCCESS

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The Power Of Being Original

For gaining Success, your dealings with others cannot be ruled out. Until and unless you realise your own self, you simply cannot feel the surroundings and the other concerned people. Do not believe a thing unless you find out the truth for yourself. That's realisation i.e. at experiential level. Others can never pass judgement on you as they are not fully aware about the depth of your situation. They also lack responsibility to pass judgement. Shun out the unacceptable part of your personality and you are left only with original and acceptable. You grow from the inside out. The only guide in your development is your own soul. The remedy for failures is not brooding over failures but focusing on the strong points by building up the awareness of your own strength which is indeed latent in you.

When you know what you are and what you have, it becomes easy for you to manage yourself and others but if you don't know about yourself, it is not practically possible to plan even what to do, because under those circumstances you will be in a state of total confusion. One must be selfish (means self interest) but until, unless you know self how can you identify your interests. No two persons in this world are alike, faces are different, voice is different, handwriting is different, signatures are different, fingerprints are different, background is different, ideas are different then how can their needs or interests be the same, they are also different. Normally people copy the interests of others, who are also copying others, and feel as if those were their own interests.

Original has a value and is powerful, but copy is a copy. Copy can never become original. You will gain peace and happiness only if you are original, so focus on self, you may get inspiration from others, then be original and develop your own self. Once you have realised yourself, the word impossible becomes irrelevant because you become positive and logical in your approach during your specific actions.

For example: Real plants and artificial plants. Artificial plants are very impressive in the beginning. It gradually loses its impression because people are only impressed with a balanced growth which is original. But the artificial plant has its limitations. The other plant grows gradually. It may not look impressive at all to begin with but every day it is growing and people love to enjoy and accept the real growth. The real growth has life in it and looks different every moment while the artificial one may have a long visible life but looks very dull after sometime.

From Thinking To Feeling

Past is dead, you can't change the past and the future is unknown, you have no control over it. Present is only one moment and not one second or one minute.

Present is meant to perform and not to think. Thinking is an attempt to go either to the past or to the future where you have no control. That means it is impossible to live either in the past or in the future. If you put your efforts into something which is not possible you will only end up feeling frustrated.

The present is always a reaction to something and a reaction can never be a planned move. It is always a response to a specific action only. You can plan to have control over the action and the base but you can never imagine having control on reaction. For a constructively positive reaction it is a must to keep on developing and strengthening your BASE. When you feel any situation or a concept in hundred percent depth, it automatically gets organised in your inner mind thus strengthening your base for every reaction.

In thinking, the focus is wavering on the past or future. The present is blocked which means the flow of information from past to future is blocked. The situation at hand is only in the present. Present being blocked, it is a futile attempt to react. It is an effort to give something which is not in your control, but it takes away a lot of your energy.

Feeling is simply a process to receive every idea, concept or a situation. It is easy, and does not require any energy. When you receive or feel with hundred percent devotion, the relevant information gets logically organised within all by itself. This way your base becomes very strong for a constructively positive reaction. Thus it is important to feel before you speak or act. When we feel the situation in total depth then automatically all relevant information is emerging out of our previously established base thus the situation is tackled to its maximum advantage.

Thinking is a process to bring the situation to a clear-cut focus. Like any projector or the camera or even the spectacles we put efforts to make the focus clear. Till it is clear nothing constructive is practically possible. Same is equally true here. During thinking nothing constructive happens but the energy is being consumed heavily. The moment focus is clear the process of feeling takes over. At this stage the energy loss is stopped and the required performance starts. Feeling is not an equivalent to thinking, as thinking is only a reaction attempt on the surface with a blocked mind whereas FEELING is towards the total depth of a situation.

Spare Capacity Of The Mind

Human mind has tremendous capacity. Normally our mind is not functioning to its full capacity. When we are talking to someone or just listening, it is quite surprising that sometimes the mind is wandering. If one hundred percent of ourselves has been given to the situation at hand then the mind is fully involved. The fact is that human mind once activated must go through the four step process i.e. Sensing, Interpreting, Evaluating and Responding. Sensing is to receive the message through one of the five senses (sight, hearing, taste, touch and smell). If somebody tells us that Mr A was talking against us. We sense it through our ears and respond immediately. We do feel that we are ready witted and must teach Mr A a lesson.

Are we doing the right thing ? There is every possible that the other person had said something from his own side in the name of Mr A and we loose our relation with Mr A. Because when we sense something, immediately we are emotionally affected. In emotions there is no room for logics. Any decision purely based on emotions can not be balanced. Interpreting means making the meaning more clear in the language which is understood. When two dignitaries of different countries meet they have an interpreter to assist them. The role of interpreter is not to add his own opinion but to make the meaning clear in the respective language. He is never supposed to change the content of the discussion.

Evaluating means the judgement. We must assess all the pros and cons linked to the situation. Every consequence must be thoroughly felt in imagination before the decision is

announced. Because once the decision is declared it is not possible to come back. Many people convey that message which in normal self they never mean. But any message once conveyed becomes a statement which needs thorough justification and can even create a war in the relation. In responding we just convey our decision which decides the future.

Normally we speak 100 - 150 words per minute, while the mind can feel around 500 words per minute. Usually people tend to sense and respond immediately. Because they miss the important steps of interpreting and evaluating and lose control over the situation. You have a spare capacity of more than 350 words per minute. You must train yourself to use this spare but precious capacity of the mind for interpreting, evaluating and continuous summarizing of what you are doing. This way your results will be multiplied and within our control.

Will Power - An Asset or A Liability

Normally people boast of their will power. Is will power an asset or a liability? It is seen that people who die of heart attack have an established image of having a very strong will power. Perhaps that is the reason of their early death.

Will means desire and desire is the emotional expression. It is a fact that emotions have a weak base. If on the weak base you install power it will simply smash the base.

People who are emotional normally do not get what they want. Romeo was emotional. He could not get his Juliet till date. If any boy is labelled as Romeo in his circle, it is almost a sure sign that he will not get his Juliet.

People who survive longer have the spiritual power and not the will power. Spirituality has a logical base with hundred percent concentration.

Instead of will power you must focus on determination. The determination is based on the logical assessment of the whole situation. In determination you are fully aware of the pros and cons of your project at hand and every step is well under control.

The Power Of Silence

Silence is always in depth and generates concentration.

It is important to know when to be silent, for how much time to remain silent, with whom to remain silent and when to break silence.

Planned silence will give us total control over the situation. It stimulates the self thought process and leads to self realisation. It sharpens the mind and prepares the person for discipline.

Silence helps us reach depth gradually and we gain the opportunity to feel every level of depth which remains permanent.

When we are too engrossed in the job, we are practically silent to the noise around us.

Silence with a clear concept leads to purity of mind and prepares us for a complete surrender with total control.

Our silence in a problem situation will help the other person to become more sympathetic and positive towards us. Silence should not be taken as a form of escapism. Silence can be a temporary break from work.

Silence is a good art of conversation. Others can imagine and converse on our behalf. This way very easily we can know the viewpoint of other people.

Silence maintained by the boss most of the time will inculcate a feeling of self discipline and commitment among the subordinates. And the boss who speaks more will have less control over his subordinates.

Silence by maintaining eye to eye contact leads to more depth and concentration and gives the expression of care, understanding and dedication.

Silence also generates the required fear in the opponent. It is a very powerful weapon as silence is normally unbearable.

Silence in a conflict state of mind is more disturbing and dangerous so effort must be put to resolve the conflict at the earliest.

Semi conveyed message followed by silence will lead to confusion in the mind of the other person which will make him feel weak.

Many a time because of lack of certain resources one feels helpless to honour one's commitments. People start blaming and life becomes highly uncomfortable. Action is the silent expression of speech. The moment success comes people are automatically silenced.

Silence of speech can't give happiness and peace of mind. Focus must be only on the silence of the mind. The mind will only be silenced if we have gained total depth of the world. Nothing is worth achieving in this world then why this rat

race. A human being is just nothing but in one's young days one is boasting of all the power. Within this life only when a child is born and when the person is old enough to die, one is helpless and totally dependent on others. By accepting this concept that I am Nothing automatically the mind is silenced.

The Innocence Pays

Innocence is lack of information and not lack of wisdom. In the court of law, normally it is seen that that lawyer says, "My lord, my client is innocent." Who is the client ? He is a top industrialist, a very intelligent person. He is definitely not a fool but is only innocent. He didn't have any information about that crime.

Without correct and relevant information you are not in a position to take appropriate decisions. Any information not known to you, makes you innocent on that subject. It is not possible for you to know every thing in this world. Your exposure to life always remains limited and you are practically innocent to what is not known to you. Managing life is not possible without developing a clear concept of the information in totality. You must accept yourself as INNOCENT and your approach in life will become more receptive. As a result you will gain speed towards the achievements of your targets.

Apart from information as such, innocence is also because of lack of maturity and understanding on the subject under consideration. We are normally not trained to feel the maturity level of others and we may react negatively. A person having no sufficient exposure on accounts, is not mature enough to take policy decisions on financial matters. The person may be an authority on some other area. Only because of lack of maturity children are not allowed to see adult movies.

Innocence is not an equivalent to ignorance. In ignorance you know the source of information but still you don't put efforts to

get the information, while in innocence you are not even aware of the source of information. If a foreigner does not follow the laws of the country, he is taken as innocent and is excused even by the court of law. On the contrary when a citizen breaks the law, he is punished. It is widely accepted," Innocence of law is no excuse."

Because of your innocence, the people in your circle will certainly expect less from you and will not bother you during performance. This indeed will help you work with an UN-INTERRUPTED CONCENTRATION. Once the results are out, automatically you get more recognition and acceptance by others than your other colleagues. A lady having no child has to listen to a lot from the family members and other people in her circle. She bears the torture but has no choice except to keep silent. But when she gives birth to a child even after a gap of so many years, every body is automatically silenced. The message is," The world expects the results. Don't tell others about labour pains. Show them the baby."

Struggle Is Not The Way To Success

Struggle is indeed a fight against negative forces. Let us say you are sitting in the auditorium and the stage secretary requests you to come on this stage. You will get up move and reach the stage. In the process you definitely have put efforts but you did not struggle. If some people hold you tightly by your arms, then to reach the stage you will be struggling. We have a limited source of our precious energy. Whether you struggle or not for every performance you need to spend your energy. During struggle, we waste a lot of our precious energy in the fight against the negative forces.

What exactly we want to achieve in life. Just feel your own life. Whatever we are doing, why are we doing? If you keep on asking questions and questions to self, the end result is that we want to feel good. That means whether we define it or it remains undefined, we need peace and happiness. Our goal is peace and happiness and the path we have adopted is of struggle. On the path of struggle peace, happiness and success are simply not possible. Rather the more we struggle the more we are going away from our goal. Success is a balanced gain. A person who is successful has peace of mind, sound health, financial independence and an enjoyable cum dignified social life. He is completely away from every greed and fear.

In struggle, we limit our focus only on the object and not on the need. Unknowingly we are living in the field of glamour and the mind is full of lust. Our whole energy just becomes concentrated on the object. We feel great to fight over the obstacles. No doubt in the end we have some visible gain. We

remain totally unaware of the invisible loss. We are highly emotional. "At every cost I must get it," is the normal attitude. When the cost does not remain the consideration the losses simply multiply. Moreover our mind gets completely blocked to receive the favourable opportunities; we need for success. "Where there is a will, there is a way", is a path full of struggle.

We must look for the various ways favourably coming to us and put our WILL in one of those. This way we will get the opportunity to avail each and every opportunity meant for our success. For a smooth path of success, our focus must be on the original need and not on the specific person or the visible situation. Let us define a very clear concept of all aspects of the need and then relax. We will feel surprised that many ways are automatically coming towards us. Now we have a decision which one to accept out of so many.

Self Control Through Discipline

You want to have freedom in your life. With your freedom comes your responsibility to yourself and those who depend on you. To enjoy freedom, you must be carefree but responsible too which is not possible without discipline. Discipline always comes from within and gives full, energy and confidence. If discipline is forced upon by others it never works.

Discipline is the key to self control. Every human being has different emotions expressed through desires, blocks, feelings, aspirations, goals and attitudes. If left free all of these have the capacity to disturb the person to the highest level and the mind will never remain at peace. A right kind of control is essential to check the flow of all emotions and related feelings to the mind. This self control can be only achieved by way of proper discipline. Discipline is not deprivation. Because when we are deprived of something there is dissatisfaction and a want to have more so there is no self control.

When we buy a television, on the packaging it is clearly mentioned "Fragile - Handle With Care". Similarly our emotions are delicate and fragile. These must be handled with utmost care. Our intellect and emotions both belong to us. Intellect is the power which can be used any time. If we use the power first it will kill our emotions. Policy is to identify all your desires, define them in total clarity and depth. It is very important to establish that these desires belong to us only. There is every possibility that we might not have been copying somebody's situation.

Now is the role of our power i.e. intellect. Logically we plan on how to achieve our desires. Whatever plan we have made, the same plan must be implemented. That is called discipline which leads to self control. Life is basically emotions. Normally people suppress their emotions and claim that as self control. In life sometimes the stage comes when emotions burst out as a volcano. Those people act as a very balanced person and when the volcano bursts they commit crimes. We must live the life and not just pass the life. When every emotion, with logical planning, is being properly looked after, life is worth living.

Following somebody as an ideal means you are going away from your self originality. So plan your own discipline to achieve your own goals and don't copy others. You may take inspiration from others and then, before that idea is implemented, develop as per your own situation.

Security Is Dangerous

You must plan the future but live in the present. Security is a situation or feeling of the future. It is simply not possible to live in the future. Attempting something impossible will only lead to frustration. Whenever you attempt to live in the future, you will feel uncomfortable and disturbed. It is the present you need to accept and manage. Planning SAFETY is a situation of the present while security is only a focus on the future.

Security should not be sought, seek only understanding. Because, once you develop understanding, security does not remain the focus. If you are seeking security, you will become the victim of one trap or the other. In fact you have lost your life in your life to remain secure and certain. Life itself is constant insecurity. Each move, certainly, is a move towards more and more insecurity. If you know, beforehand, what is going to happen, then life is not worth living. Only for machines everything can be secure and certain and that too subject to the regular and timely maintenance. Human beings live in freedom. Freedom loves a free mind and no doubt, needs insecurity and uncertainty.

As a real person of intelligence, you always move in life alert because you don't know what will happen. You need to decide every moment of life and you must be responsive. Responsibility is not an obligation, it is not even a duty, it is indeed your capability to respond. If you want to know what life is, you must be responsive.

Centuries of conditioning has made you like a machine. You are bargaining for security. Others plan your life. Do not ask anybody how you should live your life. Life is so precious, live it yourself. Don't hesitate to commit mistakes. Remember, don't commit the same mistake twice. If you find a new mistake to commit every day, you will be growing continuously. That's the only way to learn and develop towards your own INNER LIGHT.

Security is an automatic phenomenon and never a conscious or planned effort. Your strength indeed is your defence which automatically takes care of your so called security. For spiritual strength why borrow understanding from others. It may be understanding for somebody but the moment he says it to you it becomes knowledge. Infact understanding is always a very deep feeling at an experiential level. Experience every feeling that comes your way and keep on developing your spiritual strength.

Floating In Life

Floating is the first scientific step to learn swimming. While these two are separate terms used to enter or remain in the water. Broadly swimming is used for living things i.e. a child is swimming, a fish is swimming, a dog is swimming, a man is swimming etc. While floating is used for non-living things i.e. a log of wood is floating, a paper boat is floating, a ship is floating, a dead body is floating.

Why has the concept of a dead body been introduced as the first scientific step to learn swimming which is full of life? A person who wants to learn swimming doesn't want to drown and die. Still people who don't know how to float are not good swimmers and at times they feel exhausted. This deadly controversy of introducing death in the process of learning to live happily must be resolved.

Why does a dead body float? First explanation is the principle of buoyancy which we all have read in physics. Secondly in the dead body both mind and body are at rest. The need is to establish faith in self and water that it will give support from below. Faith is always hundred percent. If there is only one percent fear of drowning, floating is simply not possible. Then the person will keep on putting efforts to defend and save oneself. The mind and body will be totally in a state of unrest.

Once we establish faith then body and mind are totally relaxed. Then we have the choice and control over our decision and the movements accordingly. As per the theory of swimming we can plan our movements, maybe it is front strokes, back strokes,

breast strokes or even the butterfly. Once we are relaxed, the control is possible and when we have the control then the desired success is almost guaranteed.

The way we enter water scientifically, let us plan to re-enter this world in the same scientific principles. Let us learn to float in life also. The faith needs to be established that this world itself will give us the support; the support will also come from within. This way both mind and body will be in a state of total relaxation. Depending on the goal we have selected we must develop our respective competence. In this people by and large are living under constant fear of drowning means the death or a combination of all negative consequences. Under these circumstances, success is not possible. When we are totally relaxed, the mind is totally free from all the negativity. Our precious energy is saved from being wasted. Same energy is enough to get success.

Enthusiasm : Handle With Care

Enthusiasm is indeed an emotional expression. Desires are like horses, if not properly tamed, can go in any direction. The desire-horses are our sense organs. These sense organs run in different directions with full enthusiasm. One may have a fall if the control over the reins is not properly exercised. It is therefore the important requirement to handle enthusiasm with care.

No doubt it gives us the stimulation to work for getting quick results but to a certain extent. Enthusiasm is fragile because if in an enthusiastic moment the safe limits are crossed the result can be even close to disaster. Suppose we plan to launch a product in the market. It needs a proper marketing campaign which includes advertising through the media.

The marketing manager while having discussions with the managing director receives the idea that their competitors are also planning a campaign. They must launch their product before the competitor launches. With this information he feels highly enthusiastic and starts spying on their campaign. He is successful in copying their campaign and with full speed prepares the advertisement film. He also makes necessary arrangements to get the advertisements released in various tele channels and the newspapers. Lot of money and effort has been spent. When he goes back to his boss, he feels shocked because the boss never had that idea.

In enthusiasm without establishing a logical and clear understanding of the goal, one starts performance in a vague

direction. Enthusiasm alone will build up the speed without control of direction and destination. This enthusiasm can lead to a frustrating and shocking experience which will need a lot of unwanted and unplanned time plus energy to recover or even may be disastrous.

Enthusiasm being very delicate needs to be handled with care. It must be planned by regular planning and checks based on logic. The control is normally missing. Because of the speed even with a slight twist, one starts moving towards the unknown destination. At this time the mind is so emotionally charged that one is totally unaware of the surroundings.

For gaining success, one needs a balanced mind. The concentrated energy is focused on the right point. The target is never missed. While with enthusiasm as the base, the target may or may not be achieved. When success itself is doubtful then what is the use of enthusiasm.

Dangers Of Being Possessive

Possessing somebody or something is not a matter of pride but it is the initial step to invite danger. With possession freedom of both the parties is restricted and the development comes to an end. When we put our efforts to hold something or somebody under our possession, it is the initial step to invite danger. Instead of possessing, if we establish rights, both parties feel comfortable. It is different from holding something because holding is close to imprisonment.

However we love a person, when we possess his development stops and he doesn't feel comfortable in our company. Because this way his life is being planned and governed by us only. We are forcing him to become dependent on us which makes him weak and is not desirable. Same is the case if the other person is possessive of you.

Being a possessive person even the people around take pride to criticise us and we are labelled as selfish. To prove our right on the person we become loud in expression leading to emotional blackmail. We develop rude and crude behaviour because of non acceptance by others. Because of limited focus, we also lose generosity and develop narrow mindedness. At the same time negative ego is at its peak and we lose total grace in our personality.

Further we are labelled as a social outcast. Others don't like our participation and we become loner by and by. We become an object of mockery. No social relations means no learning of new trends. This results in backwardness and we lose talents of

adaptability to new circumstances. We will feel imprisoned within our own self which leads to frustration.

A possessive person is emotional by nature and lacks logic in one's approach, thus making a fool of oneself in various life situations. When we possess a wonderful idea in the direction of our research and life goals, gradually that idea dies its own death and the benefit goes to none. Sometimes it happens that the same idea is introduced by somebody else who also gets rewards. We can do nothing at that time except to repent.

This way we are captured and imprisoned in a fort of our own strong knitted walls. Our vision becomes narrow. We don't become familiar with the new trends and are feeling left far behind in the ever growing world. Once again we are not accepted by others.

Contentment Through High Ambition

Contentment is either now or never. Contentment is now here or nowhere. People normally keep contentment as their aim which will follow their specific performance. Performance linked focus can't give anybody contentment. It only comes by gaining a hundred percent depth of life. So without feeling every planned performance to its total depth contentment is simply not possible.

People are busy in competitions and comparisons. They sometimes copy each other and also compare with others. When we compare the competition comes automatically. The vice versa is equally true. If we keep on comparing ourselves with others, our focus is on criticism and we can never feel happy. In the process we keep on expecting many things for ourselves, even those which we don't need and deserve. When we don't get what we expect, we feel highly disturbed and uncomfortable. Even when we get the same, we find again somebody who is having more than us. This way we are never happy and never content.

Not failures but low aim is crime. This seems even surprising. A person who has high aims is bound to fail a number of times. Once we know the ultimate is a success then present failures don't disturb. In this world desires will always remain as long as the person lives. Only when in real old age the person dies, only at that moment the desires also disappear.

To have contentment, it is important to feel the ultimate desire of life. Whatever we desire for the lifetime, let us write on a

piece of paper. Feel them in total depth and establish the fact that these desires belong to us. We must assess why we desire to have all these. Answers to every reason will put us on the path of contentment. All our desires are the collective combination of our goals in life.

Now the next step is to plan how to achieve this goal. During the planning stage develop a very clear concept on all aspects and steps involved for the rightful performance. We have seen that a real rich lady normally does not wear jewellery simply because she knows how to get it when she has a need. The moment we know how to get what we want, the mind is automatically at peace which is a reflection of contentment. Understanding life in all its dimensions is very important to get contentment. Now as we know very clearly how to get everything we desire in life, we live in a state of contentment. Thus contentment is only possible if we are very clear on how to get the highest aim of our life.

Beyond Fear & Greed

Heaven and hell are nothing but the expression of greed and fear within us.

People are, by and large, living in calculations. A person of calculations can never be in peace and happiness.

When you are clear and specific in your goal then all calculations become irrelevant.

Before starting performance your planning must be complete. You also assess and develop your competence and resources.

If we realise during performance that we lack the required competence and resources, that is a situation of crisis.

In crisis the mind is disturbed thus peace and happiness are missing. We want to restore peace and happiness immediately. At that time, we have some greed or fear at our base. The other person automatically gets the opportunity to exploit us and we feel weak in the process.

Life minus greed and fear is strength.

Strength emerges out when there is no comparison and competition. At that time the other person expects nothing and we behave simple and original.

Gradually our real personality is visible and acceptable to them at every opportunity.

But when a person is entangled in comparison and competitions he starts losing one's own set identity. The performance is being controlled by others.

During competition our focus is normally on the other person. Constantly we keep on comparing. If he is gaining then we must become stronger but if he is losing then we can afford to be even careless. That means the focus from our own goal is totally missing. We have no track of our own. We don't know where we will reach. Happiness is only left as a chance. There is no guarantee.

Even one percent doubt is enough to disturb the existing peace but here nothing is clear.

Sometimes the person with whom we are competing with, dies: in that case we feel totally lost because our controlling force is missing.

People are trained to do anything and everything to get something or to avoid something negative to happen.

Whenever the focus goes beyond the goal and then beyond the performance, we feel weak in the process.

A distorted focus can never lead to peace and happiness. Instead of accepting self or even God, we start accepting or rejecting others.

Whenever we have the greed generating within us from some relation, we simply accept and when the fear is generated then we normally tend to reject.

As long as greed or fear are the deciding factors of the peace and happiness of our life, nothing can be achieved.

In every relation when greed and fear go away, the relation becomes real strong.

If you want somebody to feel weak and follow you, give him either fear or greed.

ABOUT THE AUTHOR



Dr Rakesh Chopra is a visionary strategist focused to mentor ambitious leaders. He brings more than thirty years of experience in the fields of medicine, business management and spirituality to his work while mentoring ambitious leaders.

Why build up stress first and then manage it when it can be eradicated in the first place itself. This gives him an in-depth understanding of human nature (including relationship compatibility) combined with the ability to visualise innovative strategies that can be applied in your life and business to accelerate growth. People at the senior / top management normally have the ability to manage most of the situations but are stuck in a few. Their friends don't have the understanding and the relevant wisdom on the subject and they can't discuss their problems or the visionary projects with their subordinates, so feel lonely at times. Dr Chopra very well fits in this role.