

Bestselling author of *The Code of the Extraordinary Mind*

Vishen Lakhiani

**'Don't
just read
this book,
practise it'
Jay Shetty**

Zero Bullsh*t Meditation

**The 6 Phase
Meditation Method**

**Supercharge your mind,
manifest your goals and get
focused in minutes a day**



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Zero Bullsh*t Meditation

‘I love Vishen’s observation that traditional meditation just isn’t suited for the demands of the world today. [This book] offers ancient wisdom redesigned for the modern world. He has streamlined powerful techniques so that you can harness their power no matter how busy you are’

Jillian Michaels

‘Vishen has a gift for synthesizing wisdom from a diversity of traditions into easily digestible steps – and he does it with his unique humor and style. In *Zero Bullsh*t Meditation*, he brings that gift to meditation and other mental practices so that you can supercharge yourself every day’

Dr. Shefali Tsabary, bestselling author of *A Radical Awakening*

ABOUT THE AUTHOR

Vishen Lakhiani is the founder and CEO of Mindvalley, a personal growth education empire with more than two million students, which teaches revolutionary success systems for mastering life via online learning platforms, storytelling and filmmaking, and live events. He is the author of the *New York Times* bestsellers *The Buddha and the Badass* and *The Code of the Extraordinary Mind*, which has been translated into more than twenty languages.

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The Buddha and the Badass
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**Zero
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**The 6 Phase
Meditation Method**



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*To Hayden and Eve. First and foremost.
And to my family, Kristina, Roope, Liubov, Mohan, Virgo.
For my team at Mindvalley and all the amazing authors and
students across the world who we live to serve.*

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PREFACE

On September 19, 2019, several friends reached out with the following messages:

Hey, congratulations, read about it in the press!

You must be so proud.

How cool!

I'd just woken up. *Wait, what?*

I had absolutely no idea what they were congratulating me for. It was a totally average day for me, as was the day before. I sat up in bed in my then-apartment in Kuala Lumpur, Malaysia, meditated, made myself a protein shake, showered, and took an Uber to work.

But the messages kept coming.

It turned out that my name had appeared in the press that morning—in reference to my winning the US Open.

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Now don't get ahead of yourself; I myself didn't win squat.

But a Romanian-Canadian teen by the name of Bianca Andreescu had. Beating Serena Williams in a nail-biting tennis major, she'd claimed her first Grand Slam title, and the world had been celebrating her ever since.

Furthermore, the bubbly nineteen-year-old had wiped the floor with Serena in the most gracious, positive, gentle way possible. She'd shaken her hand and even apologized for her victory!

The press got wind of this and found both her talent and her maturity fascinating, asking, quite simply, "How did you pull it off?"

Bianca allegedly smiled and responded, "Let me show you!"

That's where I come into the story. She pulled out her phone and flashed them my first book, *The Code of the Extraordinary Mind*.

I'd mentioned the 6 Phase Meditation protocol in my first best-seller, and since reading about it, Bianca had signed up for a seminar on the 6 Phase to start using it strategically to improve her performance and optimize her life. Every day she would visualize herself winning the US Open (a protocol you'll learn in Phase 4). And look where it got her.

So will you too win the US Open upon finishing this book? Probably not. These chapters won't cover how to win tennis matches. But what I can tell you is that you'll learn to win at life, crushing the goals that are most important to you as an individual.

Bianca is one of the millions of people who use the 6 Phase Meditation to feel and perform at their best and achieve the unimaginable.

She isn't the only high-profile athlete who uses the 6 Phase, either. So does Tony Gonzalez, the NFL Top 100 Hall of Famer, who credits this meditation in [multiple press articles](#). And so does Reggie Jackson of

the LA Clippers, as well as his entire family (you can watch interviews with all of these amazing folks on my Instagram @vishen).

But the 6 Phase isn't just for athletes. It's used by artists, entrepreneurs, musicians, singers, and Hollywood stars whose movies you've probably seen.

Take *War & Leisure* singer-songwriter Miguel, for instance. *Billboard* magazine wrote a fascinating article about Miguel's meditation practice with his entire crew before major concerts, titled "Miguel Talks Connecting with Fans Through Meditation Before His Shows." Which meditation? *Billboard* asked.

Miguel responded, "It is a six-phase guided meditation narrated by Vishen Lakhiani that traverses consciousness, gratitude, forgiveness, three-year aspirations, visualization of one's perfect day, etc. . . . And the meditation lasts about 20 mins."

The reason rock stars and athletes apply the 6 Phase is that they instantly notice its effects. Whether the measure is audience applause or scoring more points, they all witness the same boost in performance.

Are you a world-famous athlete or artist? Maybe not. But do you have dreams and aspirations of what you want to bring to the world? Most probably, yes.

Even if you've never classed yourself as one before, you may well be an entrepreneur. You may well be a creative changemaker who's been waiting for a lucky break.

Your success might not be as obvious as Bianca's. As you go through your day, there won't be a scoreboard and a referee watching your every move. Nor will there be a live audience dancing and applauding your performance. But you'll feel it. It may be the gradual

increase in sales that you notice first. Or perhaps you perceive that you're beginning to operate more frequently from a state of total flow. Perhaps, when you come to the end of your day, you're amazed at how much you got done with so little effort while still feeling fully energized. For many entrepreneurs and CEOs, the 6 Phase Meditation has become their most important daily practice.

Mark my words: By the end of this book you'll have all the tools you need to live the best, most successful, happiest life yet. And the people around you will notice.

This is why I'm so excited to deliver this protocol to you.

So what actually is the 6 Phase Meditation? Well, first off, it's not a traditional meditation. Let's dump that idea right here.

Rather, it's a series of science-backed mental scripts that you run in your head to transform the way you think about yourself and the world.

But before I dive deeper into the six phases, let me tell you about how I got obsessed with the power of the human mind and ended up starting one of the world's biggest companies in personal growth and human transformation—Mindvalley.

Bill Gates, Microsoft, and the Musty Sofa

You should know that I was never meant to be a meditation instructor. My life wasn't destined to be "spiritual," and I never for a second entertained the idea that one day I'd be writing bestselling books on the subject of human potential.

I was born in Malaysia and grew up in a huge Hindu family that held academia in the highest regard. Material, you have Indian im-

migrant heritage, you're familiar with the notion that you have four choices of career: you'll be an engineer, a doctor, a lawyer, or a family failure. No more, no less.

I'll always remember the way my grandfather looked at me as we were on a drive one Sunday afternoon. This was around the time Bill Gates had visited India, and it coincided with the month I was faced with the most important decision of my life so far: which subject to study in college.

Bill Gates's face was everywhere, on every news channel, in every paper. Inspired by the radio station blasting from the speakers, my grandfather had a light bulb moment, one that would dictate my choices for the five years ahead of me.

"Vishen," he said, looking me in the eyes with hope. "You must be rich like Bill Gates! You must know computers!"

As a teen with taped-up glasses who'd struggled with self-esteem issues most of his life, it's safe to say that I was more than eager to prove myself. I moved to the United States in the summer of 1999 and enrolled in the computer engineering program at the University of Michigan, Ann Arbor. It was one of the top five schools in the world for computer science at that time. After fully immersing myself in the American college culture (do I have to say more?) and graduating, I got my happily-ever-after. I landed the internship of my family's dreams: a role at Microsoft in Redmond, Washington.

That's right. I worked for Bill Gates. But as you have probably guessed by now, I didn't stick it out for all that long. I actually got myself fired on purpose. Here's what went down.

Despite the family praise and the temporary sense of achievement, two months in, it was miserable

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I'd wake up in the morning and hit the snooze button. Again and again and again. Although I'd become "successful," my soul was collapsing in on itself with the monotony. I remember one time when Bill Gates invited all the new hires to his gorgeous mansion overlooking Lake Washington. All my colleagues gathered around him and his BBQ grill as he served us freshly grilled burgers. There they were, beaming as they shook the hand of their hero. I was the only one at the gathering who couldn't do it. I knew I didn't belong. Bill was a gracious host and a brilliant man. But this world was not for me.

So I decided I was going to quit, but the sheer fear of disappointing my family was giving me cold sweats at night. I couldn't just walk out of there. I'd have to make it look like it wasn't my choice. So I hatched a plan to get myself fired.

I shut the doors of my office and played the game *Age of Empires* all day long until someone noticed. Low, I know. I got officially fired for "playing computer games during company hours."

I then moved to Silicon Valley with stars in my eyes to earn some money doing something I actually enjoyed. I'd be an entrepreneur! Of what, I wasn't sure, but I was filled with illogical optimism. I wholeheartedly believed I'd forge a successful career—I had to. And Silicon Valley was, to new computer science grads, what Hollywood was to aspiring actors. I was in the right place.

But my timing, in a word, sucked. A few months after I moved to Silicon Valley, the dot-com bubble burst. Fourteen thousand people in the area were laid off practically overnight in April 2001, the exact month I was trying to get my company off the ground. So good luck trying to shop around an idea in that environment. It was bad news for my ego. But it was even worse news for my bank balance.

Months of trying to launch this company had resulted in nothing. I slowly ran out of funds and soon could barely afford rent.

To reduce expenses, I moved a long way from the Valley and settled in the college town of Berkeley, California. I had less than \$2,000 in my bank account and absolutely no job prospects.

Luckily, I found an accommodation option I could afford—a college student's two-seater couch. Yep, I couldn't even afford a room. But a college kid I met through some friends in a bar told me I could rent his couch for \$200 a month.

"You had many . . . couch renters?" I asked nervously as I set my bags down and sat, cautiously, unsure as to whether it could take my weight. It was a very shady couch to say the least.

"Oh, yeah, dude. They just keep comin'. How do you think I'm paying my college bills?" He laughed.

I shared a polite smile. In the bag next to me was my life. All my belongings in the world. I was \$30,000 in debt and I had burned through the initial seed money I had raised from the Bank of Dad and it wasn't going to get much easier. Even with my computer engineering degree and steadfast determination, I quickly realized I couldn't just become an entrepreneur overnight, and that floral sofa wasn't going to rent itself. I needed money, fast.

I had to give up my entrepreneurial dreams to get a job. But I couldn't get hired anywhere. With the dot-com crash, jobs were scarcer than ever.

Every day I'd wake up with a stiff neck and fire out more copies of my résumé more times than I care to remember, in the desperate hope that someone would eventually employ me. My life was a mess, and I was going nowhere fast.

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Finally, after eight excruciating months of rejection and my pride on the floor, my luck turned around.

Through a connection, I was offered an opportunity to interview for a small startup selling case-management software to law firms. But the economy was still sore, and most companies were refusing to pay a base salary. I read through the offer email.

Oh, God.

It was a “dialing for dollars” job. Selling over the phone was my worst nightmare. I was a graduate of the prestigious University of Michigan College of Electrical Engineering and Computer Science, for crying out loud.

And I was going to be one of *those* people. But what choice did I have? If I left the offer any longer, some other wannabe success story would take my place on that stained two-seater and I’d have to return home to Malaysia with my tail between my legs.

So I took the job.

My great responsibility was dialing the numbers of hundreds of lawyers around the United States in an attempt to convince them to buy our software to manage their firms. Each morning, I’d be assigned an area—say, San Antonio, Texas. After I’d inhaled some crappy cereal I’d walk to the San Francisco Public Library. Back sore from another sleepless night on my precious, musty sofa, I’d sit myself down for the long haul with the Yellow Pages for San Antonio. I’d grab a notepad and pen and write down all the names of all the attorneys in that area from A to Z. Then I’d start calling. All of them in sequence.

There I was, a Malaysian kid with the name Vishen Lakhiani in-

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interrupting stone-faced attorneys in the middle of their busy days to sell them software. You can imagine how that went for me.

Phone-slamming, yelling, and f*ck-offs became my daily routine. But don't forget that lawyers are usually pretty good with linguistics too. Many wouldn't just settle for telling me to f*ck off. Oh, no. Many were powerfully poetic and imaginative about it. Their descriptions involved all kinds of exciting medieval torture techniques using inanimate objects such as broom handles and chair legs. Their monologues would haunt my dreams.

Stumbling onto the Most Important Lesson I Would Ever Learn

I was failing and I knew it. I'd somehow ended up in *another* job I hated, but this time for a fraction of the pay. The American Dream had chewed me up and spat me out *again*.

So I did what anyone would do in such a pitiful situation. I put my instant noodles to one side and turned to Google: the hottest, most magical new search engine at the time. We were all still mesmerized by its ability to answer anything we tossed at it.

Why does my life suck?

Important and, yes, somewhat pessimistic. Seek and you shall find. Google gave me a host of reasons why life sucked. I typed on.

Why do I hate my job?

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Once more, Google informed me about all the reasons why people hate their jobs nowadays. It was very depressing.

Only 15% of the world's one billion full-time workers are engaged at work. It is significantly better in the U.S., at around 30% engaged, but this still means that roughly 70% of American workers aren't engaged.

Wow. Well, at least it wasn't just me. I kept scrolling. A lot of the same stuff—life is hard, work makes it harder, and so on. But then I saw something. Something that gave me the faint hope that there could be a solution.

Meditation Seminar for Work Performance, Los Angeles

Okay . . .

Click.

The promises were pretty big. They claimed that people who took this class sell better and smarter, get more positive about their jobs, and achieve dramatic career advancement. *Could meditation really help me accelerate my sales closing rate?* I wondered. By this point, I had absolutely nothing to lose, and the only thing that would notice my absence was the crappy sofa I tossed and turned on every night.

I decided to take a chance and go. After all, if I didn't like it, I could just slip out the back and return home.

After getting on a plane, spending the little money I had left on a motel, grabbing a cheap coffee, and showing up at that meditation class . . . what I saw in front of me was my worst nightmare.

I was alone.

I was the only student in the room.

The facilitator shrugged her shoulders and told me to take a seat.

Fearing the worst, imagining how she was going to light some incense, surround me with crystals, and demand that I chant a New Age mantra, I sat nervously.

But it wasn't as bad as I thought. Turns out, this meditation technique was relatively new, compared to practices that date back centuries. What's more, it was created by a meditation expert from Texas. His name was José Silva, and he aptly named the seminar "Silva Ultramind." His scientific-spiritual gift to the world became hugely popular in the 1970s and '80s, and now, I'd learn it all one-on-one.

Amanda (name changed) would be my guide. Amanda was in pharmaceutical sales, and let's just say you could smell her salary a mile off. Smartly dressed, cool and collected with her designer glasses resting on the bridge of her nose, she broke the meditation stereotype instantly. Maybe I wouldn't be slipping out the back after all.

She ran me through the entire Silva Ultramind System in a single workshop. In just one day, I had a good handle on how to access altered states of mind through meditation.

José Silva's legacy, I learned (he died in 1999), was teaching the world mental programming techniques that broke the mold of traditional passive meditation. It wasn't about clearing your mind and forgetting your problems. Rather, it was about turning your problems into *projects*. You would learn specific mental scripts to program your mind just like you'd program a computer. You could erase bad habits, accelerate healing and even manifest dreams. Silva called this

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approach “active” meditation to distinguish it from more traditional “passive” approaches.

I left that seminar with the most peace I’d ever had in my life. I had no idea meditation could actually be that useful. Nor did I have any idea that there was about to be an exponential rise in interest in the scientific study of enhanced performance through meditation.

So I got myself back to San Francisco and started my own meditation practice. I meditated every single day from then on (pretty obsessively, granted), using all the techniques Amanda showed me. If this didn’t work, I didn’t know where I’d get next month’s rent, so I really went for it.

I sat down every morning and visualized my sales doubling. I felt the excitement I’d feel in advance and I’d celebrate hitting my targets as if it were already a done deal. I breathed deep and connected to my newfound relationship with my gut feeling. I started listening quietly for inner guidance so I could use it at work.

One big change I made was deciding to no longer call lawyers in order of their Yellow Pages listing. Instead, I’d relax, go into my meditative state, tune into my intuition, and run my finger down those yellow pages; I’d stop when I got to a name that “felt” right. I would call on only those names. By the end of that first week, my closing rate doubled.

The meditation helped massively with my stress levels too, so I was on the ball from the get-go. I used my newfound levels of energy and empathy to connect, *properly*, with whoever picked up that phone, which did wonders for my customer rapport. Guess what happened?

Two weeks later, my sales had doubled again.

And it didn't stop there. I then brought in creative visualization using a technique called the mental screen (we'll cover this in chapter 4).

A month later, my sales doubled once more.

I went on to get promoted three times in the following four months. I made vice president of sales. But that wasn't enough for me. I asked the company founder if I could lead his nonexistent business development division.

I was so good at my job that the founder of the company ended up giving me *both* positions. Vishen Lakhiani, twenty-six years old, VP of sales and business development manager.

My boss was thinking the same thing you are.

"How the hell are you doing this, Vishen?" he asked me, brow furrowed, arms crossed.

Meditation and intuition, I explained. There was a long pause.

"That's bullshit . . . but can you keep doing it?"

The Inconvenient Side Effect of Meditation

I stayed at the company for eighteen more months, perfecting my meditation skills and landing an astronomical amount of sales. But within that time something had changed . . .

Me.

You see, something somewhat inconvenient happens when you start to meditate.

You start to become a better person.

Your life becomes more than just a question mark over how to get rich and impress your peers. When you meditate on a regular basis,

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