

**SOLIDMAN**

---

strong · present · confident

**Solid Man Integrity Group Lesson Two  
Pillar One; To Awaken the Internal  
Part One - The Problem  
Definers and Drivers**

## DEFINERS

### Identity and Sense of Self

So far we have talked about the main shift that needs to happen in your life so you can actually begin to live your own life. An externally referenced man's life is driven, defined, soothed, directed and given meaning from external places and categories.

The outcomes of an externally referenced life are profound and sad. A man who lives an externally referenced life will never be able to experience the fullness of his masculinity and manhood.

 **The core shift to become an integrated man is moving from being externally referenced to being internally referenced.**

Your growth toward integrity requires that you remember and continue to intentionally engage in this lifetime journey. This process requires you to look deeply into the external patterns and paradigms you have had in your life, consider the shifts you need to make and then take action to change your internal realities.

The next couple chapters are designed to help you identify how externals define or drive your life. You will see how and to what degree you have been externally referenced in a number of categories.

You will find out which externals have had the strongest hold on your life and how they have defined you and driven your life.

### Building Your Awareness: Externally Defined and Driven

To help find these internal resources, this exercise will expand on two main categories at the center of the external/internal shift: **definers and drivers**.

**Definers** are those things that define who we are (our identity) and also define what gives us value.

**Drivers** are those things that motivate us or give us impetus to move and do whatever it is that we do. Drivers are things that “drive our bus” and direct our next move in life.

This journey is about identifying external definers and drivers and then exchanging externals for internal definers and drivers to become fully internally referenced.

This section has a number of categories which describe different ways you may be externally defined. As you read through the categories, some will resonate deeply with you and others not so much. Take time to see how each of these categories interacts with your life.

**Solid Man® Integrity Group****Definers; How is my Identity Externally Referenced?**

Your identity is one of the most important parts of you; your person, your value, your worthiness, your personality, your character, even your story all rest within your identity. It is who you are. It is true that we are all like “snowflakes”, unique with our own personal list of definers.

☞ **Your identity is who you really are.**

Let’s dive into how your identity is externally referenced.

The following exercise outlines eight categories which explain different ways we may be externally referenced with our identity. Pay attention to how each one makes sense to you as you read it. Many of these categories are similar and they flow together somewhat, that is ok.

Do your best to narrow down which are true for you. Consider the reflection questions and write notes for each category. Have responses available for your discussion with your group of men.

**1) External Point of Reference**

An external point of reference is when a person’s life is centered or revolves around something or someone outside of themselves.

Identifying at which point our identity revolves requires us to take a deep look at where we actually find our value or identity. As a kid we all were looking to our parents and people important to us to find out who we are.

This is a natural part of growing up for every human being. However, most of us were raised by parents trying to figure this identity stuff out for themselves. So we were left with an externally referenced sense of self, where we are always looking to others for our value or worth.

Our parents, especially our father, were designed to confer onto us a strong sense of who we are. Since most dads don’t do this especially well, we end up walking through life needing something outside of ourselves to make us feel better about ourselves – an external point of reference.

☞ **You have been designed to live from an internal point of reference from realities that exist deep within your being.**

I have already referred to Copernicus. He represents this concept well as he argued that the Earth orbits the Sun rather than the Sun around the Earth. The Sun is our point of reference in our solar system. For us, this is important, if our entire lives have been lived believing we need an external point of reference in order to be acceptable or worthy, we will fail to live the life we have been designed to live.

**If you were to place a pin on the spot in your life where your life revolves, where would it be?**

**Solid Man® Integrity Group****2) Reflected Sense of Self**

A reflected sense of self is created when what you know about who you are is determined by what others think of you and the responses you receive.

Your sense of self is “reflected” off of other’s opinions of who you are. It is like living in a Hall of Mirrors where each mirror has a new look; fat here, squiggly there. You will never get a true idea of who you really are because every mirror is different and has a different look for you.

People with a reflected sense of self do everything they can to fit in since they don’t think who they really are will be accepted. They rely on information that people reflect back to them about how they are perceived. Their antennae are constantly on trying to detect any feedback that comes in facial expressions, tone or any other form.

- ☞ **A reflected sense of self exists when someone relies on others to determine their identity or value.**

With a reflected sense of self, you always need to keep perceptions positive. So you always try to make people happy with you or prove that you have something to offer, or that you are likeable. You can never rest, since you are always trying to fit in. Our true identity is masked, because we don’t know who we really are. We rely on others to determine and mirror to us our identity and value.

An example of the reflected sense of self is when we attach to sports teams. If they win, I win. My well-being rides with how the season goes. Observe how sports teams are marketed. The fan base is developed through allowing a personal and community connection, often creating a lifetime bond even if the team perpetually loses. This is brilliant marketing which uses a need to feel connected and belong to something significant.

A solid sense of self is determined from internal factors which determine your value, competence and acceptance. Your worthiness exists from who you are and the internal truths inherently found within you; as a person, as a man and in the dignity found in every human being.

The value of your identity rests in intrinsic facts; you are unique, you have things to offer the world that only you can give, you have your own story and you have a good heart.

When you gain a solid sense of self you no longer have to prove yourself or show others your value. You know that you are good enough and you are acceptable. Therefore shame has no hold on you. So, you can rest and your energy goes toward your passion and integrity.

**Who are you usually trying to please or impress? Why?**

**What does your reflected sense of self look like?**

**Solid Man® Integrity Group****3) Unsettled Questions**

Unsettled questions are questions that haunt us and exist with us because our sense of identity is undone and undefined.

Discovering your true identity requires that you discover and settle the deep questions that you have about who you are. Often these questions exist because of wounds or false messages from childhood.

These haunting questions look like; “Am I good?”, “Am I good enough?”, “Do I have what it takes?”, “Am I acceptable or lovable?” or “Am I capable?”.

☞ **To try to answer our question we will seek externals like women’s validation, winning at sports, success at work, looking good or any one of a million counterfeits.**

When any of these questions remain unanswered or unsettled, a man moves through his life feeling weak, impotent, like an impostor or poser. There is a sense of incongruence and lack of integrity; something’s not right. With this unsettled identity, we keep the cycle going by trying to get externally referenced validation from our “drugs of choice”; porn, women, work, looking good, the list is endless.

A solid man knows who he is and who he was created to be. His identity is founded internally from true factors that exist within himself. His identity is not defined by external judgments, opinions or expectations.

For healthy development boys need an external point of reference to develop their initial sense of identity. When done in a healthy fashion, this sense of self becomes solidified and as a young man he does not need external validation or external definers to tell him who he is. He knows that his heart is good and that he has what it takes to handle anything life brings. His questions are settled.

This is the job of the father; to communicate to the child that they are enough, that they have what it takes, that he likes them and that he knows that they will do just fine as they engage with the world.

The father’s voice says, “I am proud of you.” “I believe in you.” “You are my beloved son and I am pleased with you.” “You will do just fine.” or “You’re good at that.” But for most of us, this has not been our experience with our dads.

Usually we’ve been given opposite messages and our questions remain unanswered because of our father’s silence, disengagement or scorn. This has left us with a few generations of men with profound unresolved questions.

Your journey requires a sort of “re-fathering”. You will need to do the job your father left undone. This will be you taking the time to attend to your own unsettled questions and resolve them yourself from a deep internal place.

☞ **You may just have to re-father yourself.**

**Solid Man® Integrity Group**

Since most of us have not received this blessing from our dads, the journey of a solid man will be spent taking the time to discover the truth about who he is; his design, his strengths, his weaknesses and what makes him come alive.

A solid man knows his true name; a name that only he has, his solid identity. However, for most men, external voices (parents, coaches, teachers, bullies, peers, siblings, etc.) have attached false names or messages on them throughout their lives.

These are names like Stupid, Worthless, Never Amount to Anything, Good For Nothing, Lazy, Pussy, Weak or a myriad of others. You will go through the process of identifying these false names in Pillar Three. Then you can set them aside, embracing only your true and accurate name.

A solid man knows his questions and has unwavering answers to them, they have been settled. A solid man has an accurate identity, an internal point of reference, and he knows who he truly is.

Settling the question that has been haunting you your entire life is an essential part of gaining an internally referenced life. In the following Pillars we will take time to build this into your life.

**What are your unsettled questions?****4) External Validation**

External validation exists when we need something outside of ourselves as an external stamp of approval showing we have value or worth.

Because we have a reflected sense of self or external point of reference, many of us have sold out to living for external validation in order to feel good about ourselves and to somehow get the message that we have value or worthiness.

To get external validation we need a woman to smile at us, to keep people happy with us and to keep conflict at a minimum. External validation becomes our drug of choice and like a junkie when we need our drug, we will do just about anything to get our next hit. So we smoke the “validation crack pipe” as often as we can.

☛ **Since we have a weak sense of identity, we will even sell our soul for just a taste of validation.**

The main way men pursue external validation is through women. We will seek a woman to confer our manhood upon us (Dalbey). We will try to capture the elusive “Woman with the Golden-Hair” in order to find a sense of being or wholeness (Bly). According to Sam Keen, men cannot find themselves without first separating from the world of “WOMAN”. Since we need validation, the woman even becomes our “god” (Glover). Notice how you interact with women to get your validation fix.

We think the woman is our source of life. The endless and futile pursuit of a source of validation from a resource outside of us requires an unsustainable supply of energy. So much so that this

**Solid Man® Integrity Group**

pursuit wears us down and drains much of our energy and time. We lose our vitality and strength. We don't have much left in the tank for what matters most: close relationships, your purpose and even caring for yourself.

Pornography is a profound example of this. In porn, a woman will be postured in such a way to non-verbally communicate "I want you" with the "come hither" look. Like the song of the siren, this works to draw any susceptible man into her web.

What is commonly called "Sex Addiction" is actually "validation" addiction. It is true that sex is the context of the struggle, but it is really all about the need to validate a weak sense of self. The good news is that as your sense of self becomes more internally validated, any "Sex Addiction" behaviors begin to fade away.

Another thing that happens with the need for external validation is that we put women in the position of "Judge" in our lives. We allow them to judge our behavior and our value. What they think of us becomes the supreme measure of whether you are good enough or not.

This is a huge reason so many men become pleasers and put their woman on a pedestal. Since she holds the gavel in her hand, we must do all we can do to make sure she is happy with us.

But now by taking this journey, you will begin to develop an internal sense of your value and the questions that have haunted you will become settled. You can begin to believe that you actually are good enough, you are acceptable and you have what it takes. Your relationship with your woman will have a chance to be built on a healthy dynamic.

More will be said about gaining a solid identity based upon internal realities, settling the questions and reclaiming the narrative of your life. For now, observe in your life how you seek external validation and how externals impact your life.

👉 **An Internally Validated Identity is your goal.**

Gaining an internally validated identity is the antidote to sex addiction and porn compulsivity. Developing a stronger, internally validated self, resolves your "Validation Addiction". As you develop a stronger sense of self, the role of porn and sex will change dramatically in your life.

**Notice how you interact with women to get your validation fix. In what ways do you seek this out?**

**How have you given women the position of "Judge", where they can determine your value or lack of value?**

**Solid Man® Integrity Group****5) External Soothers**

External soothers are various things in our life that we use to manage or reduce our anxiety and fear. We use external soothers to escape and numb difficult emotions or situations. We use them to keep us from being overwhelmed with real life.

For men who struggle with lack of integrity, how we sooth our own anxieties, fears and moods is a major factor. Soothing could be anything we do that would eliminate or diminish difficult emotions, anxiety, fear or some internal turmoil.

We may sooth ourselves through substance abuse, acting out sexually or even being passive. There are thousands of options for self-medicating our anxieties by using our personal “drug of choice”. Somewhere in life, external soothers like substances, sex or validation have become tools to calm, numb or escape difficult experiences. To handle difficult experiences or emotions, numbing and escaping seem to be our only options.

The external mechanisms which function to soothe or eliminate anxiety, shame, depression and other difficult emotions always divert our eyes away from where the attention really needs to be: the heart. Our heart or soul needs attention but we get distracted with externals thinking that we are calming ourselves down, when we are just escaping important parts of life that need attention.

To care for our heart we must listen to what it is telling us and then do what our heart is guiding us to do. We must soothe ourselves from an internal place that is centered on our true identities and openness to our internal realities.

☞ **Listen to your heart; it has prime information to care for yourself.**

The solid option is to stay with the difficult emotions and anxiety with questions like, “What is going on inside me?”, “What do I need right now?” or “What information is my anxiety telling me right now?” If you stay with the difficult feeling and lean into it, you will discover valuable information which will inform you about what you need to do in your life in the present moment.

This is very different than what you have heard about anxiety. Many professionals will just give you a pill (another external) and bypass your internal processes. Staying with the difficult experience or emotion, learning from it and moving through it, requires a strong development of internal soothing practices.

The most beneficial practice is just breathing some deep breaths. From there, maintaining consciousness and awareness of all your internal process and external surroundings is essential for developing informed movement. Looking to externals to soothe your pain is a tough habit to break, however, you can break the cycle.

**How have you struggled with external soothers and using things to numb out or avoid difficult stuff? What have been your soothers of choice?**

**Solid Man® Integrity Group****6) Comparison, Conformity and Proving Yourself**

These are categories which we need in order to put ourselves in a situation where we need to feel good enough or even better than others. It is using interactions with other people to try to find your value, worth or significance.

**Comparison:** Many of us fall into comparing ourselves with others to see if we are good enough or even the best. To feel good about ourselves we try to fit in, find our place of belonging or force our way through winning. Whether we are trying to keep up with the Joneses, be perfect, engage in the rat race or follow the winning sports team; we often get caught up in getting our worthiness from external comparison with others. This is commonly called one-up-man-ship, where we always are trying to get one step up above someone else through various means like sarcasm, competition or being a know-it-all.

Sometimes this is socially acceptable like getting good grades or winning at sports or unacceptable like put-downs or bullying. Comparison will rip the life right out of you; you will never be enough or have enough. The guy next to you will always have a bigger dick, more muscles, more money, a better looking woman, more hair or good looks. An internally referenced man is satisfied with what he has.

☞ **What you have is enough. Who you are is enough.**

**Conformity** keeps you from being true to yourself and living with integrity. You will always lose your true identity when you try to be like others in order to fit in or look acceptable. The conformist is unsure if he will be accepted or not so he tries to fit in so he will belong. He conforms to whatever the shape the group dynamic takes. If the group likes country music, so does he. Or whatever that group is into. Sometimes conformity looks like being “Cool”. Looking cool has been a cultural phenomenon for decades. Everybody wants to be seen as cool. Cool is just another form of external reference based on conformity and comparison.

☞ **You must break free from the need to conform in order to reclaim a solid internal integrity.**

**Proving Yourself:** Many of us find ourselves proving ourselves over and over. This is an endless game because if your internal is not in order, you will never stop needing to prove your value or worthiness. We waste a ton of energy keeping our flimsy identity shored up by various actions and accomplishments.

It is important to set yourself free from the game of proving your value from things that are fleeting and that actually do not actually determine your value as a person. If your identity, sense of value and desire to fit in and belong is based on externals your life will always be owned by those externals. You will forever need to do what is required by the crowd to fit in. You become a slave to the opinions of others.

**How have you relied on comparison, being cool, conformity or proving yourself to feel better about yourself?**

**Solid Man® Integrity Group****7) Perfectionism, Getting it right and Figuring it out**

These are categories which we embrace as tools that show that we have it all together which expresses to the world around us that we are actually acceptable and good enough.

A man who is externally defined is continually using the vast majority of his personal energy and resources to show his value or to prove his worthiness to the world around him. He is committed to and even obsessed with making sure that the perception of others is positive. He lives to make sure he saves “Face” because his reputation is so important.

He must get it right and figure it out in order to come across as one who has it together or is competent. He lives to maintain a level of perfection to keep his personal acceptability intact. This is why it is so rough when your woman says, “You just don’t get it!” That statement causes an externally referenced man to go crazy trying to figure out what it is she’s talking about. And that’s the problem to begin with.

These endeavors are fool’s gold, with no true value attached. Any person who has spent their lives pursuing perfection has discovered (or will soon discover) that perfection is impossible to obtain, let alone maintain.

Perfectionism will kill your soul. Most who are shackled with perfectionism received this from parental expectations. It is time to see what perfectionism really is and unchain yourself from these childhood-formed commitments and expectations.

The gut-punch from not feeling acceptable is shame. If I cannot keep up the image of being acceptable you discover something is not right about me. That is shame. You have this deep sense that something is wrong with you. Deep inside you know you cannot keep up the image of perfection, so you beat the tar out of yourself for being flawed.

☞ **Guilt says, “I made a mistake.” Shame says, “I AM a mistake.”**

Unshackling yourself from perfectionism and the shame which comes when you fail to be perfect or have inadequacies requires that you recognize the utter futility in trying to achieve perfection. You must uphold the necessity to accept yourself with all your foibles and shortcomings.

One core aspect of being human is our propensity to make mistakes and carry significant aspects of imperfection. So if you are trying to gain perfection by getting it right all the time not only are you rejecting what it means to be human, you are attempting the impossible task of being perfect or trying to be like God.

☞ **Perfectionism will kill your soul.**

So, you must reject perfectionism in all its forms with strength and learn to accept and embrace who you really are with non-judgment and self-love. You must accept your imperfections and know that even with your inadequacies you carry strong and indestructible acceptance and value, internally.

☞ **With an internal reference a man can walk in confidence even with his many inadequacies.**

**Solid Man® Integrity Group**

Often the person stuck in perfectionism is unable to take accountability for their mistakes, since mistakes reveal inadequacies. They do their best to cover up or deflect blame. It would blow away their “house of cards” if the truth of their inadequacy came out. So they rarely say “I was wrong.”

**Who taught you that you need to be perfect and how has perfectionism messed with your identity?**

**In what ways do you or your significant other struggle with saying “I was wrong”? What difference would it make in the relationship if this happened more often?**

**8) The Mask or The Chameleon**

Many men have developed a life of hiding behind a mask. A mask is designed to hide someone’s true face while showing a façade that’s different than reality. Often what we think about ourselves is unacceptable, so we fear that our inadequacies will be exposed. So we create a mask to fearfully hide our true selves. We think the mask will be acceptable.

The Wizard of Oz is a great example of this. When Dorothy and her three friends first met the wizard all they saw was a gigantic head surrounded by smoke and flames with an intimidating, booming voice. Then Toto pulled back the curtain to reveal the true wizard; just a regular old man from Omaha frantically pulling levers.

The wizard was using a complex structure in order to make people believe he was great and powerful. Just like the Wizard of Oz, we’ll do anything to make ourselves look different than we really are, usually hiding inadequacies and trying to look cool.

☞ **Allow your curtain to be pulled back; it’s the only way to freedom.**

The Chameleon is similar to the Mask in that the person is hiding their true self. This time it is using the fine art of being able to blend in. A real chameleon is able to change its color to fit in to any surrounding. When a person does this they do everything they can to fit in and belong.

The Chameleon will change their way of speaking, interacting, commitments or even their beliefs. They will lie to show they have had similar experiences. A chameleon’s sense of self shifts so that people will feel like they have things in common which then creates a false sense of connection and attachment.

Consider how you may have been hiding your true self through wearing a mask or changing your color like a chameleon. This is a devious endeavor which will always backfire.

Relational difficulties begin when you develop deeper connections, since the deception will always be exposed and people find out who you really are. If this type of external reference is the way you roll, you have your own history of these relational problems. I’m sure you could tell some stories.

**Solid Man® Integrity Group****☞ People are left with questions and confusion after interacting with a chameleon.**

The Mask or Chameleon is experienced in many lives as a Family of Origin construct as well. Your entire family system may have been organized around the rule of keeping face or making sure no one ever knew the family secrets. The family reputation or image was of highest importance. You probably are aware of the percentage of energy and focus your family gave in order to keep “the show” going.

When you live in such a family, you are in a significant bind; because you are human, you need to be free to be yourself, yet you cannot betray the family or you will be rejected. To varying degrees all families wear masks. Consider the family rules that you lived under during the formative years of your life. The Solid Man process is designed to help you break free from these external systems.

More recently people have been able to create online images. You are able to be more handsome, be thinner, have more hair, or be taller. You can portray yourself as more successful or less troubled. You can make yourself look like someone completely different from reality.

These online personas are just another mask behind which we can hide. No one really knows who you are.

Instead of hiding behind a mask, it is important to allow your True Self to be revealed. While this is a strong part of integrity, it is terrifying. All your fears of exposure will need to be challenged and faced. Like the Wizard of Oz, you will actually find out that your true self is acceptable and capable.

**☞ “Oz never did give nothing to the Tin Man, that he didn’t, didn’t already have.”  
America**

**When have you worn a mask or lived like a chameleon? What were you trying to hide?**

**External Definers Recap**

Remember, this is about learning to develop an internally referenced life. Your value, acceptance and sense of worthiness must come from a solid internal source within you, from who you are. You must identify how your identity has been defined by externals. You must refuse to be defined externally. You must discover your value, worthiness and identity from all the internal processes in you. You will find out who you really are and from there begin to move from that foundational truth.

## DRIVERS

### Intention and Motivation

Men who have an externally referenced life have given up their motivation and intention to externals that exist in their lives. This is not a personal or intentional choice, but somehow over time, this style of living developed. This shift happens when we unintentionally begin to go along with the flow all around us. When we are driven by externals we cannot lead and we don't even have control over our own life.

Men living an externally referenced life have a pattern of “Damned if I Do, Damned if I Don't” (Diid-Diid) and eventually develop a “Don't” posture of passivity, silence and isolation. This is because they are trying to hit external targets like pleasing a woman or making her happy. Eventually we learn that while we hit the target sometimes, we usually miss since it is a moving target. So we develop Diid-Diid.

Diid-Diid is the essence of external living. If we live to please others we often miss the target and fail to “get it”. Fortunately, there is a target you can actually hit every single time; your own internal target – that is, what you want or what you know is right. When you aim for your target, you'll start to “get it”.

This sounds very selfish to most men; but to live in strength and freedom, you must live to please yourself first. You must live from internals. Exchanging externals for internals is the shift to move you toward integration and freedom. You'll never become a man of integrity if externals control or direct your life.

This chapter will show how you are driven by externals. When you begin to see how externally controlled you are, then you can take back the reins in your life.

Just like chapter three, go through each of the categories and the questions in your workbook. Let your men know what you have found about how externally referenced you are when it comes to your motivation and intention.

### 1) External Drivers

Drivers are those things that motivate or create action in our lives, things that push us to do what we do. Drivers can also be things to which we react or things from which we withdraw.

Every man has been designed to be driven from an internal place. This internal place has been called many things: your heart, your soul, your core, your gut. Whatever you call it, this internal thing has been designed to be the driver of our lives. I will use the words heart and core to describe the internal process which includes your mind, emotions, intuition, and spiritual aspects of who you are.

**Solid Man® Integrity Group**

Our problem is that we have become separated from our internals and given in to externals to tell us where to go or what to do. We do this when we live to please our women or try to make them happy with us. We do this when we allow our workplace to dictate our schedule or how much energy to put into work. We do this when we feel like we have no say in planning holiday events with family. We do this when the expectations of others determine our next choice in life. We do this when externals drive our life and determine our next move.

**☞ It is time to drive your own life.**

Our emotions, spirit, wisdom and intuition are what guide us toward discovering what the heart needs. Men traditionally have stuffed away their emotions for a number of reasons and in so doing have stuffed away their hearts.

It is time to cease being like a raft on the ocean, floating where the current, wind and waves take you. You must drive your own life by understanding and being connected with all of your internal processes. You must get your heart back. Your heart will guide you where you need to go at any given moment; in real time, planning and discovering your purpose for your life. We must become internally referenced men. We must take the wheel of our lives and drive where we want to go.

**How have you struggled with being a raft on the ocean or passenger on the bus and what can you do to become more internally driven?**

**2) External Accomplishments**

Accomplishments are those things we have achieved and finished in our lives. This could include degrees, awards, goals or winning.

Externally driven men seek acceptance by accomplishing certain things or making sure that they win or are right. Often, we must achieve certain things in order to be acceptable, so we become driven to accomplish things that will make us look good. It could be anything. I might need to get a muscular body, straight A's, a championship ring or partnership in the firm in order to be acceptable.

Externals drive the direction your life takes, your choices in life and what you do. We can be driven to accomplish from external pressure: peers, family rules, vicarious expectations from your parents, cultural pressure, religious pressure, work pressure, materialism, status, and many other forms.

Our personal energy is spent seeking an unattainable goal through accomplishment. That unattainable goal is increased personal value from external accomplishment. Not until we actually achieve the goal do we discover that it does not fill the emptiness we have. The championship trophy looks good and the accomplishment was great, but the excitement lasts a few weeks, and doesn't really fill the void.

**☞ Accomplishments never increase personal value.**

**Solid Man® Integrity Group**

If you've been driven to achieve an external validator, especially when you don't get the goal, you really feel the void or emptiness. Any accomplishment or external achievement will never fill the void of an externally referenced identity. To have a solid life, your life must be driven by internal realities.

In contrast to being driven by accomplishments or achievement is the concept of rest. Rest is the ability to just be; to be who you are without external pressure to do what everybody else expects.

☞ **Don't waste your precious energy proving yourself.**

Rest occurs when I don't have to work for my value or to develop worthiness, I can just be who I am and rest in the knowledge that I am good enough, lovable and complete in who I am. Therefore, I can be driven from an internal place.

**What are your most significant accomplishments, how have they been externally driven?  
How has that external pressure pushed you to need to accomplish or achieve?**

### 3) External Moral Compass

A moral compass is a guidance system which shows you the wise or right way to move in life. It shows you where "True North" is in any situation in your life.

Your Internal Moral Compass develops from your value system. It is what you believe is right and wrong and what you have developed as a personal morality. We all have a value system. We cannot escape this fact no matter how politically correct or "no-labels" we try to be, we all place judgment on what is right/wrong or good/bad.

Consider how your values have been developed. Are they yours or someone else's? Has your moral compass been developed from internal or external categories?

Men who are reliant on validation and pleasing compromise their values and sell out to get others to like or approve them. A compass driven by externals will be determined by a woman's mood, what parents believe or expect, what fits in, the fad of the day, political correctness or whatever the crowd is doing.

This is where a man's integrated core will be lost, he will lose self-respect and no one else will respect him either. A man with integrity in most areas in his life might find himself lying to his wife to keep her calm. If he told the truth she might "go off" and be angry with him for a day or so. His compass or personal value is based on her reactivity and moods, so he tries to manage her moods.

In order to be solid, a man must be driven from two internal realities: 1) what he wants and 2) what he knows is right. Developing an internal compass is about developing your values. It takes courage to develop a strong internal core of values and non-negotiables which drive your passion and purpose in life.

**Solid Man® Integrity Group**

Observe and notice the values you have and if they are from external or internal realities. Take an honest look at your compass; you will be surprised how external it is.

☞ **Many men with a strong moral compass will lie to keep validation.**

Do you carry the values of your parents, your church, your political party or whatever helps you fit in? Many men develop a compass to belong or even to get laid (as in, “I will go to this church group, political rally, etc., because there is a cute girl”) only years later to be entrenched in a system of belief that is not necessarily his own.

Clues that expose an externally referenced moral compass are criticism and judgmentalism. When we are overly concerned whether others fit into our mold of acceptable behavior, this is evidence that our sense of morality is centered at an external point.

Observe yourself and how often you are critical or make judgment of other’s behavior. The judgment may not be just about morality (lying, sexual behavior, etc.), but also how someone does something like driving, clothes or home maintenance.

Consider how often you do this and how this reveals how your compass is externally referenced. An internally referenced moral compass doesn’t often pass judgment because you know you are able to control only one person in this life – you. And you allow others to live in freedom to make their own mistakes and be responsible for their own actions.

As you start to develop your own internal compass, base it on what you see as good or right. You will use external standards (laws, Scripture, philosophy, etc.) to develop your personal compass. They will be accepted as your own as you develop your own internal worldview or belief system.

When you have a strong internal moral compass, you will be able to stand for what you know is right, even to the point of death. This sounds extreme, but that is what defines a solid internal compass. Your compass holds your personal, deeply held beliefs about truth, right and wrong, even about life and death.

**Observe and notice the values you have and if they are from external or internal realities. In what ways is your Moral Compass external?**

**What can you do to develop a stronger internal compass? What are things you might even die for?**

**Solid Man® Integrity Group****4) External Locus of Control**

A “Locus of Control” is a fancy way of saying where your control of things is located. The locus is the point at which your control is happening. If you have an External Locus of Control, you are very interested in controlling things outside of yourself and your sphere of influence.

The truth is that you can only control **one** thing in life; that is your Self. In order to gain a sense of strength and power, many men engage in the futility of controlling others and their surroundings. If they can control people, they will feel better or in charge. This way of life always becomes frustrating and gets out of control, because you **cannot** control many externals at all.

The controlling of people results in some very unhealthy relational patterns; pressuring, bullying, abuse, manipulation and frustration. Overt forms of external control are physical, verbal and emotional abuse. More subtle forms look like guilt trips, passive-aggression, shaming, and silent treatments.

External control looks like managing moods, lying to keep people happy, covertly trying to get people to do things for you or to like you, beating around the bush, evading conflict, and not being assertive. It also believes the equation that if you give yourself up for others they will automatically meet your needs. This is what Dr. Glover calls “covert contracts”.

**☞ You can only control one thing – your Self.**

When we have an external point of reference we want to control the people and situations around us. This becomes a way of life with significant negative consequences; we become angry, frustrated, and abusive. Our relationships suffer dramatically. Some say trying to control that which we cannot control is our greatest source of suffering.

Integrity and solidness requires an internal self-control. Therefore, use your voice to communicate needs and wants, and then collaborate with those around you. You are responsible for taking care of yourself.

Use your energy to control yourself. Become responsible for your own sense of well-being. Developing a solid internal self-control will result in experiencing more strength and power in your life and closer, more intimate relationships.

**What has been your favorite thing in life to try to control?**

**What do you think the “fear” is that is behind your feeling to need to control?**

**Solid Man® Integrity Group****5) External Solutions**

A solution is our way of solving a problem or fixing something. An external solution is something we use outside of ourselves to solve or resolve our problems.

Early in our lives, as we build our externally driven life, we create solutions that depend on externals to solve the problems we face in life. We will rely on others to make us feel better, we will do things in specific ways to fit in, we unconsciously place burdens on others, or we make commitments to make life work the way we think it should.

These solutions are often subtle and go unnoticed. As children we build life commitments that work to keep us safe or acceptable. It is the best we can do as a kid, but it doesn't work anymore as adults. Sure, I got Mommy to think I was cute when I deflected conflict with humor, but my wife or boss becomes infuriated. Or I don't speak up at work because if I spoke up as a kid I was shut down, but now I am stagnant in my job. These solutions no longer have any benefit.

- **An external solution is relying on something outside of you to be responsible for taking care of your problems, pain or obstacles in life.**

A person who relies on external solutions will develop a passive stance in life which results in victimhood, consumerism, passivity or procrastination. In essence, this is relying on everyone else to make life work. Everyone else is responsible.

You must become aware of how you have relied on external solutions in your life. Procrastination reveals an external driven solution, I am doing what others want so I don't have the same degree of motivation as when it is something I want.

Waiting for others to decide what to do next is another. When we expect others to come through for you without asking or collaborating with them is another form of external solution.

When others are more responsible for your well-being than you are, then we see them setting up your dentist and doctor appointments, making sure you eat well or wearing appropriate clothes for events. Waiting for your boss to outline your workload or what to do next is external solutions as well. This is like the posture of a child, waiting for others to come through for you.

If you allow others to enable you to be lazy or under-functioning, then you allow others to be responsible for you, which is another significant clue. If you believe your home is your wife's "territory" and you are waiting for her orders in the home reveals this as well.

Identifying external solutions takes ongoing work and observation. Pay attention to how you roll in life. Do you rely on others to get you motivated or moving in a certain direction? It may just be at times that you rely on externals, pay attention and observe your motivators.

Developing your own internal solutions requires taking personal responsibility, soothing yourself, having ownership, caring for yourself, using your voice, asking for help, making plans and taking responsible action.

**Solid Man® Integrity Group**

It is true that other people are a huge part of an integrated person's life, but they cannot be your primary resource for self-care or to increase your sense of well-being. The shift from external to internal solutions requires taking personal responsibility and developing ownership in your life. You must begin to grab hold of your own internal motivation in order to solve your own problems and to create the life you want.

**What have been your main external solutions and how have you deferred this responsibility to others? How can you become responsible for your own sense of well-being?**

**6) Counterfeits**

A counterfeit is something that looks real, but is not the real thing. They look like "life", but actually leave us lifeless and empty. They're decoys of the real thing.

We pursue counterfeits hoping to experience something life-giving and enriching. They will often provide a quick-fix or thrill for a moment, but they eventually result in emptiness, shame, angst or another negative experience. We seek sex, substances, things, accomplishments, validation, anything that will give us a sense that life is good.

The equation is this, "If I only had \_\_\_\_\_, then life would be good". But when you get "blank", it feels good for a moment, but always ends up empty, sometimes with despair or shame. Sometimes, if a counterfeit has been at work in your life for an extended time you will face dire consequences: loss of relationships, work or self-respect.

☞ **A counterfeit becomes your drug of choice.**

The counterfeit is masking itself as the real deal. The real thing is actually your Source. Your Source is the true place that life comes from, your true source of abundance. The Solid Man Process encourages each man to engage in the process of discovering his true Source of life. Paradoxically, your Source is the one external we must anchor ourselves to.

☞ **In order to be a Solid Integrated Man, a man must find his true SOURCE, where life is really found.**

We all seek a source even if we are not aware, it is just what we do as humans. Often we think an external thing like a new car, sex, a relationship with a certain person, a new job, more money, a house, some exciting experience, a substance, validation, or accomplishments will give us life.

We pick just about any external to be our source. However, all these things are gifts from the true abundant Source but are never intended to be the Source. But often we get stuck thinking "small" and pursuing materialistic stuff thinking these things are actually where life comes from. When we begin thinking this small, the gifts then become counterfeits.

**Solid Man® Integrity Group**

A huge part of our problem is that we have attached ourselves to so many externals that fail to give us a solid sense of life. We have tons of counterfeits or idols. Some of which could be as simple as having a woman validate me or notice me to pursuing something that would make me feel like life is worth living; getting that right job or promotion, a new car, my next drug fix, accomplishments, or winning.

Consider what counterfeits you have had that's taken you on bunny-trails looking for life, only to come up in emptiness or shame. These counterfeits are sometimes called attachments, idols or illusions. Part of finding the true source requires you to list your counterfeits. We will do that as part of Pillar Three.

This is a part of the journey many men refuse to take. Since life is much bigger than you, to become the man you've been designed to be, you must identify your external counterfeits and find your true Source of life. Then anchor internally to your true Source with a consistent daily practice (also in Pillar Three).

**How have you struggled with counterfeits and pursuing things outside of yourself to feel complete?**

**7) Externally Driven Pace**

Pace is an important concept to understand when considering external and internal drivers. Pace means the speed of movement as you go through life. It is the speed at which somebody or something moves, especially when walking or running. Or it is the speed of events; the rate or speed at which things happen or develop.

Pace is the rate at which life happens and flows. Sometimes we will feel like we are in a dream where life is just flying by. Sometimes things slow way down to boredom. We all have a certain pace that feels comfortable to us. And we know what it is like to feel out of control and out of balance when the pace is off kilter.

Reclaiming our pace is essential to developing an internally referenced lifestyle. Knowing what type of pace is comfortable to you is important. On vacation you will see people by the pool just reading and you also see people constantly on excursions always on the move.

**☞ Everybody has their own personal pace that is comfortable to them.**

We may have a partner that has a different pace, which can and does often create tension. We also may be in a work environment that may not fit our pace of life. The work culture may be wall-to-wall stress and productivity with long hours and challenge. Work may be a place where you “hurry up and wait” with nothing much to do for extended periods of time.

**Solid Man® Integrity Group**

Consider the pace of your life. Do you think you have much influence over how fast or slow things are moving? Does it feel out of your control as though you can do nothing about it? These are clues for you that you are living with an externally driven pace of life.

You have much more control over your pace than you know. You can slow things down and create margin or space in your life. You can speed things up and engage in more challenge if that is what you wish.

Having an internally referenced sense of pace is possible. You have to identify what pace is comfortable for you and then begin to make changes accordingly. You can change your job to something less stressful or maybe more challenging.

On your next vacation slow things down or get out there and do more. Talk to your woman about how you would like the pace to be in your home; less activities for the kids, create more margin or add some more intentional activity. You can slow it way down or speed it way up, depending on your personal internal pace.

**Consider the pace of your life. Do you think you have much influence over how fast or slow things are moving?**

**What could you do to gain more influence on your Pace?**

**8) External Authority**

Authority means to have power or control over something or someone. People in authority direct or lead others to do what it is that they want.

Men who are externally driven often submit themselves to external authority. This is very obvious when someone joins a cult or something extreme like that. The cult becomes the absolute authority in that person's life. What they do, where they go, how they dress is determined by the cult.

This is not so obvious and usually acceptable in other categories. The military is a good example of this. You join the military and for a season they will tell you what to do, where to go and what to wear. When it comes down to it your leaders have power over your decisions and actions.

This could also be in a church setting, not as controlling as a cult, but still requiring consistent behaviors, a way of living or adherence to certain doctrines. Some demand that you live according to the Bible, but only how they interpret it. Often people use the Bible to rein you in to keep from sinning. At that point they are trying to be an external authority.

☞ **Some people describe this as feeling like a puppet.**

**Solid Man® Integrity Group**

More subtly it could be how your marriage is organized around your wife's moods. If your role in the marriage is to keep her moods level and you do everything to keep her anxiety at bay, you have submitted to the authority of her moods. You then may lie at times, since if you tell the truth she will "go off". This is managing moods and losing your integrity.

True freedom requires that you live from a strong inner authority. That means that you trust that you have a good heart and move from how it guides you. Inner authority is having the freedom to direct and move your life as you please, from your own internal resources.

**Consider where and how you might have placed yourself under the authority of something external of you. Where/How did this happen?**

**External Drivers Recap**

Remember, developing a solid sense of self from an internally referenced point is essential. Your motivation, drive, purpose and intention must come from a solid internal source within you.

You must identify how you've been driven like a raft on the ocean by externals, refuse to be driven externally and begin the process of discovering your wants, needs, passions and drive from all the internal processes within you.

List the ways that you allow yourself to be externally driven and number them according to which one is most significant in your life.

Talk about these with your group of men. Outline which aspects of the externally referenced life have been your main drivers in your life. Discuss the outcomes and pitfalls you have experienced when you are externally driven.

**Part One Conclusion**

In this ongoing journey it will be essential to continue to consider how you are externally referenced in order to develop your internally referenced life. Continue to challenge yourself to be less impacted by externals and then begin to grow in your ability to be defined and driven from your good internal resources.

The purpose of Part One has been to open up your eyes to the "Matrix" of externals that have kept you enslaved. Part Two will help you open up your eyes to the deep, strong and dynamic internal parts of you that are designed to guide you into a life of abundance and vitality. We will Awaken Your Internals!

**Solid Man® Integrity Group****Group Presentation Questions Part One: The Problem**

Share with the group your top three Definers.

Tell how these definers have developed significance in your life?

Who are you usually trying to please or impress? Why?

Notice how you interact with women to get your validation fix. In what ways do you seek this out?

How have you used an online persona to look better?

Share with the group your top three Drivers.

Tell how these definers have become strong in your life?

If you were to place a pin on the spot in your life where your life revolves, where would it be?

As you are learning about externals, what can you begin to do to become more internally driven?

Share any more insights you had with External Definers and Drivers.