



Transcript: Wake Up Happy with Dr. Jay Kumar

HOST

Kym Yancey

SPEAKER

Dr. Jay Kumar

PRESENTATION

Kym Well, good morning. If you got your setup and your mind focused on waking up happy, I want you to know you're in the right place at the right time. This is Kym Yancey; I am the CEO and Co-Founder of Live Happy. This is our series for the week on waking up happy and getting in touch with what brings you the grandest expression of your happiness and fulfillment in your life. That's what we're all about and that's what we're going to attempt to do for you with every one of these sessions that we've got.

If this is your first time tuning in, I want to invite you to get social with us. You can tag us at #Wake up Happy; our Twitter is @Live Happy; Facebook, Live Happy; Pinterest, Live Happy so definitely plug into us. You can find out tons of

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information about happiness in numerous categories at livehappy.com; you'll love the content of what we've got there for you.

We've got a super, super guest this morning; Dr. Jay Kumar. I've got to tell you, this is our second time featuring him on our Wake up Happy series, and it won't be our last. He's just got so much compelling information. I love his energy. The one thing that's great about these Wake up Happy sessions is, all of us here, we look forward to it and I hope you do the same thing. I hope you have that same experience where you look forward to this time that we have together to really plug in to what can expand our happiness.

Let me tell you about Dr. Jay Kumar. He's a renowned thought leader and public speaker. He counsels organizations, and this is his own harnessing the art and science of happiness for both short and long-term success. He has clients across the globe from lean startups to large corporations; they all benefit from his highly-effective, easy-to-learn and scientifically-proven insights and techniques.

Now, in addition to this, he consults businesses and individuals. Jay stays at the forefront of brain research as a respected university professor. He holds a Ph.D. in Cognitive Science and Religious Studies; an M.A. in International Political Economy and a concentration in International Business from Columbia University. He has also pursued advanced graduate studies at Georgetown University and

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UCLA. His eBook, *Five Secrets to Achieving Authentic Health and Happiness* is available to you on Amazon.com. That's *Five Secrets to Achieving Authentic Health and Happiness* at Amazon.

With that, Dr. Jay Kumar, welcome back to Wake up Happy.

Dr. Jay It is such a pleasure and I'm so happy to be back with you guys. I can't tell you how amazing it is.

Kym Well, I know that this topic, in particular—you and I touched on this a little bit, about happiness and sex. The theme of this particular show is happiness beyond sex and success. Little tongue twister there; the sex and the success come together. Let's jump right into this.

From your standpoint, why this topic on sex and success, and how exactly does it connect to our pursuit of happiness in life?

Dr. Jay Well, that's a really great question, Kym. What better exciting, engaging topic to get you spurred up than sex and success? We've got Valentine's Day coming up in just a few days, so it was really timely we talk about this topic, at least about the sex part, at least.

For me, what's really fascinating about this, Kym, is that we, as a society, I say "we" in the Western culture say our American culture over here; we're so driven by these concepts like sex. We're driven by the standard of what success is. One thing I can really share with you is this; sex without meaning and success void of purpose are just meaningless.

Why am I saying that? Here's a really important thing to be aware of. When we talk about the brain, let's talk really quickly about this. The brain actually is divided into different—it evolves in different stages.

The most primal part of our brain, I'm going to call it the caveman brain, it's the most primitive part of our brain. It's driven by our basic survival needs, and sex is one of them. We can't deny it. Sex is pretty good. We all enjoy having good sex, but the thing is, when we are driven by wanting to have just a life that is full of pleasure, that is just void of maybe true meaning or happiness, this is a problem.

The caveman part of our brain is really all about survival. When we are driven by wanting to have sex just for pleasure seeking, or we're driven by success because we believe that success is about money, it's about safety, it's about security; we're not tapping into what I call the thriving brain. The thriving brain, the more evolved part of our brain, Kym, that's the part of the brain that's about creativity; it's about joy; it's about gratitude; it's about expansion; it's about happiness.

One thing I like to say is that, when we talk about sex or talk about even success, success isn't defined by what you do, but by how joyously you do it. I'd like to say that again if you want.

Kym Yes.

Dr. Jay Success isn't defined by what you do, but by how joyously you do it. I'm going to pose a question maybe to you, Kym, maybe even to our Live Happy community. This is a question I pose to my students in my happiness course. How do we, as a society, define success? What does that mean to us? Does success mean having a high-paying job? Does success mean having a large home? Does success mean making executive vice president at our job? Does success mean having a luxury car?

What we're finding, Kym, in the brain science research, is that success is more determined by how aligned you are to your purpose and your values. That really is key. How joyously are you doing what you do and not what you do? That is a really powerful statement to really comprehend, is this idea that when we're aligned to our values, to our purpose, sex becomes more enjoyable and powerful and success becomes all the more attainable.

Kym Yes. That is really deep and insightful because I know in my own life, as I looked at different levels of achievement and the things that you accumulate along the way, I was talking to a good friend of mine who talked about how his first house cost him \$50,000, the first house that he moved into. Later in life as he became more and more successful, he's now in a multi-million dollar home, but said to me, I've got to tell you, he says, "As I reflect back on this, I was happier in the \$50,000 home. I was having more fun, having more barbecues, my neighbors were closer, I felt more involved in the community. The home I live in now is—the homes are—there's lots of distance between the homes, everybody is way too busy, no one's getting together for barbecues, there's no walking around."

He was just saying the truth of the matter is, but he didn't realize that because he was so focused on the next step in his life that he wasn't able to appreciate that earlier step. Only in reflection was he able to appreciate the earlier step to realize how special that was. The happiness was there, but he didn't grab onto it then, and that's—

Dr. Jay I'm going to share with you—that's such a great story, Kym. I'd love to share with you and actually tell you how I love explaining these deep concepts through story. I want you to think about this; the brain science research has actually come out and shown economically—before I jump into the story I'm going to share with you—that there's no difference in terms of levels of happiness of having \$75,000

or \$750,000. There's actually no difference in your level of happiness that are shown in the research.

I'm going to share with you a really great story from one of my favorite books. Have you ever heard about the book called *The Alchemist*—?

Kym Yes.

Dr. Jay —by Paulo Coelho?

Kym Yes.

Dr. Jay Well I had the fortune of rereading it again on my recent trip I took to—I took a recent trip to Asia, and I just happened to have the good fortune to reread that book. There's this really great story in *The Alchemist*. If you haven't read this book, for those of you who are listening, you've got to read this book by Paulo Coelho. It's all about finding your personal inner happiness.

There's this really good story in it, Kym. I think it's really applicable to what we're talking about. In the novel, there's a story of this young boy who is in search of finding the meaning of life and happiness. His father tells him to go to the wise man and his rich merchant, who lives in this beautiful castle. So the young boy

goes to the castle and the wise man, who's also this very wealthy individual, says, "I want you to carry this spoon full of two drops of oil, and I want you to walk around my beautiful mansion and come back to me in one hour."

The young boy does this, and he's so concerned about not dropping the oil in his spoon that he fails to see the richness and the beauty of the home; the luxuries, gardens, the feast on the table, the smell of the food, the joyous singing taking place. When he comes back an hour later, the wise man says to him, "What have you learned about happiness?" The young boy says, "I don't know. All I was focused on was not dropping the oil in my spoon."

The wise man says to him, "That's the secret to happiness. The secret to happiness is being able to realize that success is the oil in the spoon, but happiness is everything taking place around you." When you forget about all the beauty, all the happiness and all the luxury and all the joy taking place around you and you're so singularly consumed with the success and not dropping the oil in the spoon, you miss out on life.

Kym Wow. Yes, I love that. So focused on the oil in the spoon, not dropping it. He was successful at that, but the happiness eluded him.

Dr. Jay Precisely. He was successful at not dropping the oil in the spoon. That's an allegory for us, Kym, about our reality of where we are in our society. Society tells us, you only have to be concerned about not dropping the oil in the spoon. That is the standard of success; keep your eye on the spoon, keep your eye on the ball.

The thing is, when we do that, Kym, we miss out on all the luxury, the beauty, the transcendent joy, the harmony, the ecstasy of life. There's nothing wrong with making sure that we keep the oil in the spoon, but the key to happiness is realizing that we need to also be aware of all the beauty and joy that manifests around us every single moment of our lives.

Kym Going back to the sex and the experience and the happiness; what else can you share with us about—I totally agree with you on the meaning. I think about how 50% of all marriages end in divorce. They profess their love to God and state, they want that to work, but when 50% of them fall apart—and, of course, communication and different issues, but that ability to be in the moment, to tap into deep meaning these factors of getting in touch with what's really meaningful to you and the appreciation and the gratitude. I'd like to hear more from your standpoint about the relationship that happiness has with sex.

Dr. Jay Yes. Great, great question and very timely for Valentine's Day coming up. I wanted to share with you the brain science of sex, if I may, really quickly, and just answer your question in a little bit of a more detailed manner.

When we first meet someone there are three stages of love when we talk about brain science. The first stage is arousal. We all know this state. When you first meet someone and you instantly have this connection, what's going on in your brain is that testosterone and estrogen, these two brain chemicals, are released into your body and that begins to elicit this feeling of lust. That's your caveman brain. That's like, I want to have sex with this person; that really powerful, deep, instantaneous attraction we have. That's the arousal part.

After that, maybe when you maybe get to know someone maybe better in the first few weeks or something, after the arousal part comes the attraction part. We all have that love crazy phase of when we meet someone we're like, oh my God I just think about them all the time. You want to call them; they're always on your mind. What we're showing in that part of the phase of the attraction, neurochemicals like dopamine or serotonin, which are the addiction chemicals, get released into your body.

What we're showing, Kym, in the brain science research, what really allows for relationships to last is the third phase of love which is the attachment. You've got the three;

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you've got arousal, attraction and the third part being attachment. What's really fascinating, Kym, is that the neurochemical that really is mostly involved in the attraction part is oxytocin.

Now, what's so powerful about oxytocin and why is this even an important part of our discussion? That's the neurochemical that allows us to feel a deep and powerful connection with one other individual. That's the part of love where sex can be transcended into this powerful, emotional, spiritual, energetic connection with someone we deeply feel a powerful bond with.

You asked this question, I'm going to share this with you. What we're showing in the brain science research, what makes a relationship last is the ability to find common respect and gratitude for each other.

Kym Common respect and gratitude.

Dr. Jay They're showing that the relationships that last are those in which both individuals have a deep and profound respect for each other and are grateful for all the small things. It's not the big things. It's not like having great sex all the time, which is, don't get me wrong, can be really fantastic and awesome, but it's the little things like how maybe your girlfriend wakes up in the morning and maybe makes you breakfast just because she loves to do that, or maybe your husband is just a

wonderful person because he really honors the fact that you need to have time in your week to do creative projects or volunteer work. It's things like this, the small things, that really build the foundation of a relationship.

While sex is really fantastic, most of us in our society think of sex as the cake itself in the relationships where sex really is the icing on the cake. The cake itself really is the foundation of respect, the gratitude and a deep appreciation of what the other person brings to you and allows you to grow as an individual.

Kym That is beautiful. I just want to add; respect, gratitude, appreciation and you know what else, too, Dr. Jay, is the whole notion of waiting for the other person to do it first. I share this with people all the time; be the first to smile, be the first to give, the first to show gratitude, the first to show appreciation. Don't like—you go first. Be the first one to do it.

I love this. My wife and I have been together 37 years, and to this day I open the car doors for her. I don't drink coffee, but I put on a pot of coffee for her every morning because she's a big coffee drinker. You're right, it is the appreciation, it's the gratitude. It is the little things. I find that across the board with all of us; it's those little things.

I'll tell you what, I would love for our listeners this morning to send an email or post, either one, about what are the little things that matter to you. You know what, let's do that. Let's share with the world. Really, honestly, just go to livehappy.com, go to our Twitter, Facebook, whatever you want to do, but share the little things that matter to me. Maybe that's the way we phrase this; the little things that matter to me, and list them; those little things that really make you feel good and appreciated, and that someone's grateful for you.

What are those things? Then, also think of maybe the little things that you know that you do to someone or you could be doing. What are the little things you could be doing that would bring special to someone else?

Dr. Jay Right. That's a great exercise we can all do today and every day. I can show you what makes me—the small thing that makes me so happy and joyous is laughter; hearing people laugh. That, for me, gives me the greatest sense of joy and happiness.

Kym Yes, laughter is a beautiful thing, beautiful. Let's talk a little bit about how pleasure can actually sabotage your long-term success.

Dr. Jay Oh, yes. Here's what I love about looking at the brain science of happiness is that we actually know from the brain center your brain distinguishes between pleasure

versus happiness. I want to revisit one small thing. This will help to set the framework for something I'm going to present in just a bit.

We talked about this idea of a caveman brain, this primitive part of our brain. Here's a really good example, it reinforces the idea to our listeners. What exactly is this caveman part of our brain? What does it really do for us?

The caveman part of our brain is really about survival. It's all about wanting to just ensure that our basic survival needs are met. Here's a really good way of thinking about this. The caveman part of the brain, maybe it's even the caveperson part of your brain to be gender neutral or gender occlusive; the caveperson part of our brain, when it sees someone coming, like a new person coming into your environment, the caveperson part of your brain thinks of three things: can I eat it, can it eat me, or can I mate with it.

The caveperson part of your brain is your average 15-year-old teenage boy and it's this idea that the caveperson brain is really all about survival needs. The caveperson part of the brain and that primitive part of our brain is all about wanting pleasure. It's all about, mmm, that chocolate cake is really good, or wow orgasms are really amazing for me. Let's talk about some of the contexts of success.

Our society, for better or for worse, really has this yardstick of success, this litmus test of success as—and you kind of said earlier; having the big home, having the luxury car, having fame, having status. The thing about that, Kym, which is so detrimental to our happiness is once we've attained that goalpost or that target, guess what? A new goalpost comes up.

Kym Right.

Dr. Jay If we had the \$100,000 salary, we want the \$200,000 salary. If we have the 2,500 square foot home, we want the 3,000 square foot home. Our society tells us more, more, more; bigger, bigger, bigger. We're always told to be dissatisfied with what we currently have. Let's talk about this in terms of success and maybe happiness in the brain, how this works in the brain, as well.

What we're discovering is that when we are so focused on the material or maybe the transient, the pleasure seeking, when we're all the more consumed about maybe just wanting what's here for us right now and not wanting to have something that's more meaningful, this could actually sabotage our health, sabotage our happiness. Let me give you maybe more of a concrete example.

We now know that we actually live in a society where consumerism and maybe the marketing industry, for better or for worse, always tells us we should be

dissatisfied with what we currently have. A good example is my iPhone. My iPhone's probably two years old, but there's this pressure that we have in our society to get the latest technology, the latest gadget. Nothing wrong with that, but how does that make me feel in terms of my happiness? Can I still be happy with what I currently have? Yes.

The same thing is true with success. We should not be measuring success by what other people define it or how our culture defines it. Success is more of an individual, personal meaning to you. Here's a really great way of putting it.

Mahatma Gandhi has this really great quote. "Happiness is when what you think, what you say and what you do are all in harmony." I would love to repeat that quote again by Mahatma Gandhi. "Happiness is when what you think, what you say and what you do are all in harmony." Substitute the word happiness for success, and let me read this again. Success is when what you think, what you say and what you do are all in harmony.

Kym Yes, that's powerful.

Dr. Jay Powerful. Success is when our values are aligned to our meaning in life. If you're pursuing success or if success is defined for you by salary or by status or by how much power you have in the world or how big your home is, but it's ultimately

going to sabotage our long-term happiness because what we're shown in the brain science, Kym, is that my favorite quote, "Pleasure has a limited shelf life; happiness has no expiration date."

Kym Yes. Repeat that one again. That's a great tweetable moment.

Dr. Jay "Pleasure has a limited shelf life; happiness has no expiration date."

Kym Just for a moment, I want to talk about chemically, emotionally within yourself, as you're going about your day, what are some of the tell-tale signs that you're out of alignment? I just know earlier in my life and what I feel like now and what I felt like at points earlier, for me, it was almost like you're always running to catch up with something, like you're trying to get somewhere, trying to achieve something. By the way, this is not about saying that achievement is bad or anything like that. That's not where we're going with this. That's not what we're talking about.

What we're talking about is the power of being mindful, the power of being in the moment, the power of appreciation, the power of being able to be grateful for what you have. Can you talk a little bit about, from the people you've counseled, the people you've talked to, what are some of the tell-tale signs that anyone on this phone is listening, on their computer or whatever, that you can say, emotionally these are some of the things you might be feeling right now that tell you that you've got to

get in touch with your words and the alignment of what you do and how you act; that they're all in alignment?

Dr. Jay Great question. I counsel CEOs and major organizations and companies and employees, as well as individuals. One thing I say is that, one tell-tale sign, Kym, if you wake up in the morning and you dread getting up and going to work, your job is something more—if you see your job as just a paycheck you're being grossly underpaid. This idea is that if you don't wake up in the morning feeling inspired to be in service to the world or what you're doing is just something which you find has little value or meaning to you as an individual, that is the biggest tell-tale wakeup sign you can have that what you're doing is not promoting deep authentic success and happiness. It's promoting, just surviving [indiscernible].

Kym That is great, and that is a great definition of it. How might you emotionally feel during the day though? What are the things that you hear from people about what they physically feel inside?

Dr. Jay One [indiscernible] your gut tells you and your heart can tell you this, and we're actually discovering something really profound, Kym, is that there are actually brain cells in your gut, in your stomach. How many of you have ever had that gut feeling when you walk into a room, when you meet someone you have that

feeling in your gut like, oh this person should be trusted, this person should not be trusted. You have this gut feeling, and we need to go with our gut response.

If you wake up in the morning and you're like, oh you've had this awful feeling in the pit of your stomach about just dreading to go to work or on the converse, your heart is just bursting with joy when you wake up in the morning and you can't wait to get to work or can't wait to get into a project. Your body always knows. Your body is one of the biggest tell-tale signatures like manifestations of what truly is authentic and meaningful for you in your life.

Kym Yes. I want all of you just to pay attention to that. Even when someone says to you, you think about, on a scale of one to ten, how happy are you; where do you grade yourself? Are you an eight, are you a nine, are you a five, are you a six? Just listen to that and pay attention to this. Our goal here with what we do here is really just to get inside these thoughts for you and to help you navigate your way through it and bring new meaning to you around this whole topic.

What I want to do—we just have two minutes left here and I—

Dr. Jay I have one last thing I want to share with you if I may, before we—

Kym Sure.

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Dr. Jay If I can summarize everything we're talking about in a nice allegory and story, if you will, I want to maybe share with you maybe a nice way to encapsulate, summarize everything we're talking about. There was a time when many people believed that the earth was the center of the universe, and that the sun revolved around the earth. It took maybe a couple centuries for people to realize through discovery that, no, the sun actually is the center of the solar system and the earth revolves around the sun.

We are in the midst of another revolution, Kym. We're in the midst of a happiness revolution.

We have always been told that happiness is this external thing; that success is going to come to us—that we're going to be happy once we're successful. Once we have that million dollar home, once we have that six-figure salary, once we have that luxury car we're going to be happy. We've been told that success is the center of our universe and happiness is what revolves around it.

In the same way that we have this mind-blowing revolution that allowed us to dispel this myth, this illusion, that the earth is essentially the universe, we're now in the midst of another revolution, Kym, and that revolution can transform everything we're going to be doing in our world. That revolution states, guess what? Happiness is the center of our universe; happiness is the center of our solar system, and success is what revolves around happiness.

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So, rather than seeing success as the focus, as the center and happiness, which evolves around it; it's the other way around. Happiness is the pivotal center of our life, of our universe, of our whole being and everything revolves around that; success, sex, relationships, joy, well-being, purpose, everything. Let's make happiness the center of our universe from today on.

Kym I love that. Everybody, we've got an artist who is—Amin is her name, and she is graphically doing graphic notes around this. That is an unbelievable graphic right there. I want to get that worked up. That is a great illustration of this, Dr. Jay; I mean, really, really love it.

Here's what I want to tell you, Dr. Jay's going to be a part of our Live Happy 24 hour happiness live stream on March 20th. Just mark that down. You can go to our website, livehappy.com, click on events and you'll see the 24 hour happiness live stream. It's going to be on March 20th, the International Day of Happiness.

He's going to be featured there, and other faculty from Chapman University. This is the kind of stuff we're going to be doing for 24 hours; just content, content, content, ideas, sharing. We'll have you participate with your questions. It's going to be an incredible time so check that out, and sign up for it. It's all free, but you want to sign up for it so that you can access that live stream.

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I also want to tell you, tomorrow we have a great guest, Mark Fernandez. We're going to be focusing on flourishing at home and in the workplace with Mark Fernandez. And, I want to remind you about the incredible event taking place March 26th and 27th. George Mason University is hosting its sixth annual conference in Washington, D.C.; it's called "Leading to Well-Being in Workplaces, Organizations and Communities Conference."

You can get all the information at wellbeing.onmason.com. Just check it out. You'll love what you see in terms of the speakers, the content, what they're covering, the things they're doing with the Chopra Organization, Deepak's Organization, wellbeing.onmason.com.

Dr. Kumar, I just want to say thank you so much for the gift of your ideas. I always want more time with you, I always do. Fortunately, the 24 hour livestream we're going to go even deeper and cover all kinds of things.

Dr. Jay Lastly, for those of you who are listening, my gift to you is a free download. You can go to my website, a special private page, Dr.JayKumar.com/livehappy. You can download my free gift to all of you, the "Ten Truths for Happiness."

Kym With that, have a fantastic day. Please share; please post information about the little things that make a difference for you. I'd love to read those. Remember, you can reach me at wakeuphappy@livehappy.com. Have a great day. Bye, bye for now.