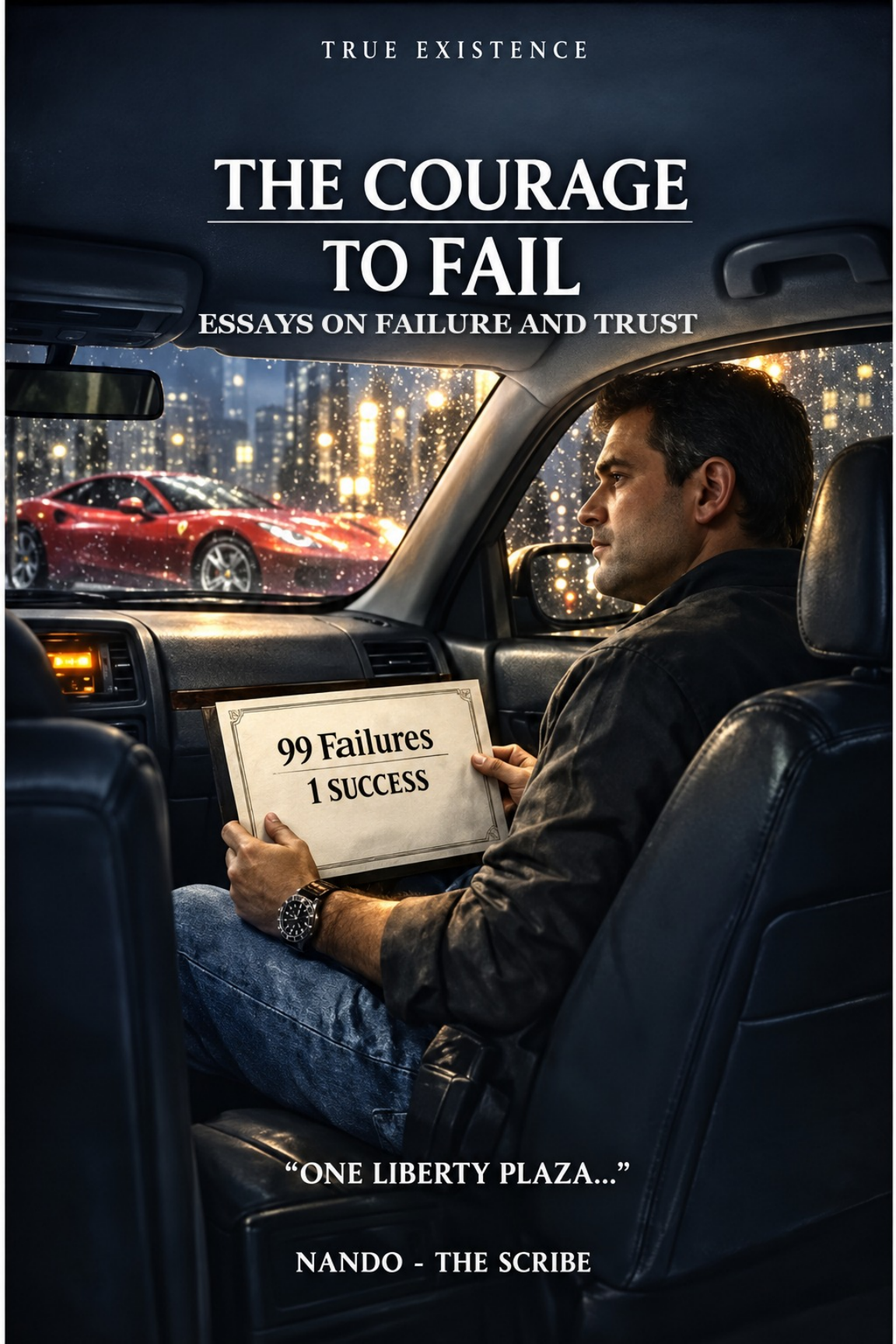
TRUE EXISTENCE

THE COURAGE TO FAIL

ESSAYS ON FAILURE AND TRUST



"ONE LIBERTY PLAZA..."

NANDO - THE SCRIBE

EDITORIAL REVIEW OF THE BOOK

The book is a collection of reflections, autobiographical experiences, and insights on various aspects of life, work, relationships, communication, mental health, and personal change. Through stories, lessons, and analyses, the author explores themes such as the courage to fail, confidence, inner strength, effective communication, technology, conflict management, and the value of time, offering a broad and profound picture of the human condition and contemporary challenges.

Servants of Truth?

The author criticizes modern journalism, describing it as geared more toward profit and the manipulation of information than the pursuit of truth. Journalists are seen as marketers of emotion, with the growing prevalence of fake news strategically used to attract attention and profit, sacrificing integrity and social responsibility. Journalism has become a business where the truth is often collateral damage, and journalists are more concerned with their own personal finances than with accurate information.

The Thousand Whys

The author emphasizes that his autobiographical books, translated into eight languages and distributed globally, never present a single theme, but rather stories that span multiple sectors and cultures, drawing on forty years of personal and professional experience and over 25,000 contributors. He encourages reading as a beneficial activity for the mind and health, regardless of whether one purchases his books.

Lawyer

The author describes the value of a lawyer who, with experience and a calm demeanor, represents a benchmark of high professional and human standards. The author expresses gratitude for the presence of this figure, who embodies authentic principles and values in a world often dominated by vice and superficiality.

Change

Change is described as an inevitable and often feared process, requiring adaptability and an open mind. The author highlights the risk of losing a ruling class if young people are not given the opportunity to evolve, emphasizing the importance of a love of life and the future as a driving force for change.

Brain Border

The concept of "brain boundary" is explored from both a neurological and social perspective, highlighting how errors in perception and behavior can lead to misunderstandings and limitations. A historical episode is cited to underscore how boredom and a lack of understanding are universal and transversal.

Deposition

The author expresses his support for the appointment of an external support administrator for parents, motivated by the need to improve their quality of life and manage inadequately disclosed conditions. He opposes internal appointments, however, due to managerial incompetence and a lack of family transparency.

After Me

The book reflects on the value of knowledge and personal contribution beyond death, with the author considering his cultural legacy to consist of five hundred

published books. A vision of progress is proposed as linked to greater mental awareness and the reduction of cognitive limitations in the population.

The Factors

Through a discussion of values and change, the book highlights how intelligence and adaptability are essential to facing life and its challenges. The importance of living with love and authenticity, leaving a meaningful mark, is emphasized.

The Brother-in-Law

The author affectionately describes his brother-in-law as a valuable person, a friend and life companion, highlighting his balanced personality and the importance of family and emotional ties.

City and Country

The sociocultural differences between city and village life are analyzed, highlighting how origins, habits, values, and lifestyles influence people's personalities and behavior, with a detailed description of each person's distinctive traits.

To escape

The concept of escape is explored in various forms: mental, physical, and as a means of personal change. The importance of psychotherapy in recognizing and managing these mechanisms is emphasized, and the human significance of the search for freedom and relief is reflected upon.

Deceased Son

The film recounts a touching observation of a man who, unable to accept the loss of his son, goes to the

cemetery and confronts grief and despair. Human closeness and empathy emerge as instruments of comfort and hope.

Inner Strength

Inner strength is defined as an innate and developable ability that allows us to face difficulties, transforming them into opportunities for growth. Elements such as resilience, self-esteem, social support, and coping techniques are essential for building and maintaining it.

The Lovers

The author addresses the sensitive topic of extramarital affairs, describing the lover as a person with need and dignity. He discusses power dynamics, expectations, and economic and emotional risks, inviting reflection on the value of family and the conscious management of such relationships.

My Best Friend, Silence

Silence is presented as a precious ally that allows us to confront our thoughts and emotions, offering a space for reflection, strength, and imagination for the future. The author recounts his own journey of accepting silence as a source of inner peace.

The Letter I Never Sent

Writing an unsent letter becomes a liberating act, a way to address emotional wounds and find relief without the need for direct confrontation, underscoring the therapeutic power of writing.

The Bridge That Never Collapses

The symbol of the storm-resistant bridge inspires the author to recognize one's own strength to withstand

life's difficulties, valuing the ability to get back up and remain steadfast despite adversity.

An Improvised Adventure

The experience of a journey without a destination teaches the value of discovery and the beauty of simplicity, inviting us to let ourselves be surprised by life without rigid plans.

The Power of Forgiveness

Forgiveness is described as a difficult but liberating journey, allowing one to overcome resentment and find inner peace, not for others but for oneself. The author recounts a letter of forgiveness that was never delivered, a symbol of personal transformation.

The Sea at Night

An experience of contemplating the night sea suggests a reflection on the immensity of nature compared to personal problems, offering a sense of embrace and liberation from fears.

The Child Inside Me

Through playing with children, the author rediscovers his own childish side, spontaneity, and simple joy, underlining the importance of keeping this inner dimension alive.

The Forgotten Book

A book found by chance becomes a source of inspiration and new awareness, demonstrating how certain knowledge can emerge at the right moment in life.

The Embrace of the Rain

Rain, initially perceived as annoying, becomes a symbol of liberation and acceptance, with the author

allowing himself to be enveloped by the natural element and drawing emotional relief from it.

Sunset on the Lake

A moment of contemplation of the sunset over the lake offers peace and gratitude, remembering the beauty of the present and the possibility of finding serenity in nature.

The Diets

The topic of diets is addressed with attention to medical, aesthetic, and psychological reasons. The importance of a mental approach and professional counseling to achieve health and wellness goals is emphasized, recognizing the multiple causes of excess weight.

The Words

The meaning of words, their etymology, semantics, connotation and denotation, and their power in human communication are analyzed. The author highlights how words can build or destroy, influence emotions, and transform reality, emphasizing the importance of conscious use.

The Choices

The concept of choice is explored in various areas of life, from football to family, from work to relationships, highlighting how decisions are often influenced by external and internal factors. The author reflects on the importance of conscious choices and their impact on one's personal journey.

Obsessions and Disorders

The document discusses obsessions and mental disorders as complex and often invisible phenomena, with

intrusive thoughts that cause anxiety and doubt. It describes the difficulty of recognizing these pathologies and the importance of pharmacological and therapeutic management.

Study

The importance of study is examined as a path to growth and knowledge acquisition, with particular attention to the author's favorite subjects and the impact of the internet on learning. It highlights how study is a continuous commitment and fundamental to personal and professional development.

Divorce New Beginning

Divorce is described as a complex process with emotional, legal, and social implications. The author emphasizes the importance of emotional and professional support, the need for open communication with children, and the potential for personal growth that can emerge from this experience.

The Value of Time

Through a personal anecdote, the value of time is highlighted as a precious resource to be lived consciously. The importance of living in the present, prioritizing relationships, and making intentional choices for a full and meaningful life is emphasized.

Communication

Communication is defined as the art of connecting with others, essential for healthy and effective relationships. Types of communication (verbal, nonverbal, written, empathetic) and common obstacles are presented, with suggestions for improving clarity, empathy, and active listening.

Technology and the Future

The paper explores emerging technologies such as artificial intelligence, robotics, the Internet of Things, virtual reality, and blockchain, highlighting their transformative impact on medicine, education, work, and society. The importance of balancing innovation and responsibility to drive progress is emphasized.

Cognitive Narrative

The author recounts his discovery of writing as a tool for expression and cognitive influence, combining narrative and cognitive science. He explains how stories can influence the mind, thought, and behavior, and how this awareness has guided his literary production.

Creative Man

The author reflects on his creativity as a gift and a lifestyle, highlighting qualities such as curiosity, experimentation, empathy, passion, and resilience. He recounts the personal and professional challenges he has overcome thanks to this attitude and the value of helping others think without manipulating them.

Courage to Fail

Failure is presented as an essential component of growth and success, teaching resilience, creativity, humility, and personal growth. Strategies for embracing failure are proposed, and famous examples of successes born from failure are cited.

Trust in Relationships

Trust is described as the essential foundation of relationships, built through actions and consistency rather than words. The author reflects on the value of trust, its

fragility, and the courage needed to open and maintain authentic connections.

The Beauty of Things

Beauty is seen as present in everyday details, in nature, in human relationships, in art, and in the inner life of individuals. The importance of living in the present and recognizing beauty even in simple and ordinary situations is emphasized.

Reciprocity

Through a family memory, reciprocity is defined as a balance of give and take based on respect and listening. It shows how this principle builds social bonds and bridges, despite personal difficulties and obstacles.

Conflict Resolution

The author recounts a long family separation due to inheritance conflicts, explaining how conflict resolution requires active listening, clear communication, empathy, compromise, and focusing on the problem, not the people. Patience and a willingness to change are essential to maintaining healthy relationships.

The Art of Compromise

Through personal anecdotes, compromise is presented as a crucial skill for balancing personal and other people's needs, resolving conflicts peacefully, and building stronger relationships. Key elements include flexibility, empathy, open communication, and creativity.

Money

Money is described as a powerful and ambivalent medium that facilitates exchanges, confers power and influence, but can also generate inequality and social

tension. The author highlights how the relationship with money reflects personal and cultural values, emphasizing the importance of its conscious use.

Family Traditions

Family traditions are considered essential for connecting people to their roots, strengthening bonds, and transmitting values. While rooted in the past, they can evolve and adapt, maintaining family cohesion and identity.

Printed Paper

Social media is criticized for being dominated by sensationalism and manipulation, with illnesses and culture reduced to consumer products. The press is seen as a business that sacrifices education and insight, making it difficult to achieve true understanding and knowledge.

Sport

Sport is presented as a source of physical and mental health, a teaching of discipline, teamwork, inclusiveness, passion, and fun. It has the power to unite people from diverse cultures and enrich lives in countless ways.

The Joy of Giving

Giving is described as an act that comes from the heart and creates profound connections, going beyond material exchange. The author highlights how time, listening, and support are forms of giving that enrich both the giver and the receiver, generating happiness and a sense of community.

Delegate

Delegation is defined as the art of balancing responsibility and trust, essential for a team's productivity

and growth. The benefits are discussed, along with the challenges, especially in managing determined collaborators, and common mistakes to avoid, such as micromanagement.

The Negotiation

Through an experience in Kenya, negotiation is presented as an essential skill for finding balanced solutions, requiring preparation, clear communication, flexibility, emotional control, and empathy. It is a creative process that aims to create value for all parties involved.


TRUE EXISTENCE
THE COURAGE TO FAIL
99 FAILURES
1 SUCCESS
“ONE LIBERTY PLAZA...”
NANDO – THE SCRIBE

TRUE EXISTENCE

THE COURAGE TO FAIL

"Stories of Lost Dreams and

"Sudden Rediscoveries"

"One Liberty Plaza…."

FERDINANDO FREGA

Summary

EDITORIAL REVIEW OF THE BOOK 2
Servants of Truth? 2
The Thousand Whys 2
Lawyer 2
Change 3
Brain Border 3
Deposition 3
After Me 3
The Factors 4
The Brother-in-Law 4
City and Country 4
To escape 4
Deceased Son 4
Inner Strength 5
The Lovers 5
My Best Friend, Silence 5
The Letter I Never Sent 5
The Bridge That Never Collapses 5
An Improvised Adventure 6
The Power of Forgiveness 6
The Sea at Night 6
The Child Inside Me 6
The Forgotten Book 6
The Embrace of the Rain 6
Sunset on the Lake 7
The Diets 7

The Words 7
The Choices 7
Obsessions and Disorders 7
Study 8
Divorce New Beginning 8
The Value of Time 8
Communication 8
Technology and the Future 9
Cognitive Narrative 9
Creative Man 9
Courage to Fail 9
Trust in Relationships 9
The Beauty of Things 10
Reciprocity 10
Conflict Resolution 10
The Art of Compromise 10
Money 10
Family Traditions 11
Printed Paper 11
Sport 11
The Joy of Giving 11
Delegate 11
The Negotiation 12
LITERARY MANIFESTO 20
EDITORIAL NOTE 20
DEDICATION 20
BACK COVER 21

PREFACE 21
PREMISE / SYNOPSIS 21
AUTHOR'S NOTE 21
INTRODUCTION 22
PARTITION 22
PROLOGUE 22
Servants of Truth? 22
The Thousand Whys 24
Lawyer 25
Change 26
Brain Border 27
Deposition 28
After Me 29
The Factors 29
The Brother-in-Law 30
City and Country 31
To escape 33
Deceased Son 34
Inner Strength 36
The Lovers 37
My Best Friend 39
The Letter I Never Sent 39
The Bridge That Never Collapses 40
An Improvised Adventure 40
The Power of Forgiveness 41
The Sea at Night 41
The Child Inside Me 42

The Forgotten Book 42
The Embrace of the Rain 43
Sunset on the Lake 43
The Diets 44
The Words 46
The Choices 48
Obsessions and Disorders 49
Study 51
Divorce New Beginning 52
The Value of Time 54
Communication 55
Technology and the Future 57
Creative Man 60
Courage to Fail 62
Trust in Relationships 63
The Beauty of Things 65
Reciprocity 66
Conflict Resolution 68
The Art of Compromise 70
Money 71
Family Traditions 73
Printed Paper 74
Sport 75
The Joy of Giving 76
Delegate 77
The Negotiation 79
POSTSCRIPTUM 80

— 30 Aphorisms 80
CLOSING CAGE 82
Fixed Structure 82
Author's Final Note 83
Rest 83
Postscript 83
Aphorisms / Fragments 83
Leave 83

LITERARY MANIFESTO

This book exists because silence alone is no longer enough. It was not created to explain, teach, or convince. It was created to restore order where experience has left unresolved traces. It is an act of presence, not a plea for attention. It does not seek consensus, it seeks accuracy. It exists because some things, if left unwritten, continue to work in the shadows. And here, we do not work in the shadows.

EDITORIAL NOTE

This text is part of a project that does not follow the rules of entertainment or self-improvement. It was not designed to please, but to be explored. The reader enters a consciously authorial territory, where the structure is fixed and the content varies. There are no instructions, nor implicit promises. Just a clear framework within which to navigate.

DEDICATION

To those who endured unseen.
And to those who no longer need to explain themselves.

BACK COVER

Not all books want to be finished.
Some want to be encountered at the wrong time. This is one of them. If you were looking for answers, you might not find them. If you were looking for precision, you might recognize it.

PREFACE

This text does not accompany.
It does not take you by the hand. It does not smooth the passage. Those who enter here do so without mediation, taking the risk of reading something not written to be easily shared. There is no guided path, but a threshold. Either you cross it, or you remain outside.

PREMISE / SYNOPSIS

The pages that follow do not tell a linear story. They gather fragments, positions, deviations, and returns. The thread is not narrative, but cognitive. Each chapter is an autonomous, but not independent, area. It is not necessary to understand everything at once. It is enough to stay present.

AUTHOR'S NOTE

The author takes responsibility for what is written, but not for how it will be used. This book does not protect, console,

or justify. It exposes. If some parts are uncomfortable, it is not a formal error. It is a consequence.

INTRODUCTION

Before you begin, you need to slow down.
This text does not respond well to speed reading. It does not offer instant gratification. It demands attention, not enthusiasm. From here on, every page is a choice.

PARTITION

The book is divided into independent sections, each with a specific function. They follow an internal logic rather than an emotional progression. The order is neither random nor didactic. Each section builds on the narrative, not the narrative itself.

PROLOGUE

Not everything that breaks makes a sound.
Some fractures are silent, but definitive. This book begins there. At the point where something has already given way and no longer needs saving.

Servants of Truth?

Modern journalists are no longer those who seek to uncover the truth, to investigate ethically and transparently to inform the public. No, today they are more like personal economists, experts in the art of making money through information manipulation. Their mission is no longer to educate, to offer impartial facts, but to build careers, maintain their position, and multiply their earnings.

In a world where national sentiment is key to attracting readers, journalists have become veritable marketers of emotion. News is no longer presented for its informative value, but for its potential to generate revenue. The "news of the day" cycle, sensational headlines, and an overdose of clickbait are commonplace. Front-page headlines and record views are more important than reporting the truth. Every article, every video, every report is designed not to inform, but to maximize profitability.

Freedom of the press has become merely a cover to justify this exploitation. Beneath the guise of "freedom" lies the reality of backroom deals, funding from powerful publishers, and the constant pressure to follow the market rather than ethics. Journalists, instead of serving the truth, have become mere economic tools, working for those who pay the most, playing the game of those who control resources.

A clear example is the rise of fake news. It is no longer just a mistake; it is a strategy to attract attention and increase revenue. Journalists know that a provocative headline or a false story can generate a flood of web traffic, so they indulge in exaggerated stories, without worrying about the truth. It does not matter what happens in the real world; what matters is the impact a story can have on views and advertising revenue. Integrity is sacrificed to make money.

Investigative journalists, once a symbol of civic engagement and courage, are now a rarity. Instead of digging deep to uncover uncomfortable truths, they now focus on what appeals to the masses and generates the greatest financial return. Journalism has become a commodification of truth,

where the object for sale is no longer information, but credibility itself, bought and sold to the highest bidder.

Even major newspapers, once seen as bastions of accurate reporting, are now more like multi-billion-dollar corporations. The important thing is no longer informing the public but protecting economic interests. The truth is collateral damage. What matters is profit: it does not matter how it is achieved, what matters is that it is there. And this applies equally to major media giants and individual journalists who, driven by the fear of losing their jobs or the hope of a pay raise, agree to work for whoever buys their pen.

Journalists are no longer the guardians of the truth. They have become the guardians of their own personal economies, willing to sacrifice fairness and integrity to secure a larger share of the information market. Their profession has become a business, where honesty and transparency are the last thing to worry about. It is a world where, to get ahead, you must know how to manipulate reality in your favor, exploiting the public's emotions to sell more copies, clicks, and visibility.

A journalist's social responsibility has vanished, replaced by a single priority: personal finances. It is no longer about telling the truth, but about knowing which story to tell to feed your bank account. And the result is a press that, to survive during economic chaos, is willing to ignore reality, giving people what they want to hear, not what they need to know.

The Thousand Whys

Within each book in my series, published in eight languages, you will never find a single-themed thought linked to the title, as these are autobiographical stories,

spanning multiple sectors, different periods, sixty-five countries visited around the world, and over 25,000 collaborators over 40 years.

Cognitive fiction and nonfiction are the guidelines, considering that I will never be able to delve into fields I don't know, such as thinking of writing a book about cooking, without having ever known how to cook, or a specific topic of which I have marginal knowledge, but which I am unfamiliar with. It would be like selling or talking about something about which there is no information, neither characteristics nor details, and for which a salesperson like me would find himself violating the first rule of sales: never sell what you do not have.

My distribution partner offers the possibility of reading the titles, all over the world, with a revolutionary solution at no cost: an excellent opportunity to get to know me and appreciate or criticize me, I am sure that many will not forget my stories.

I will always continue to produce new books, the markets cover a population of almost four billion people, and I will surely find among them some curious people, someone who shares my experiences, lived parallel, but always with a smile.

In conclusion, reading is good for your health, helps the brain, educates the mind, medicine, psychiatrists, and I say so, and it doesn't matter if you're not interested in buying my books, but the important thing is that you always find satisfaction in doing what you want, no one should ever stop you, you are the masters of your life.

Lawyer

Forty years of knowing and spending time with you represent a heritage that cannot be quantified, and I find myself thinking of you and deciding that few people have the ability to convey serenity, combined with the certainty of actions and intentions, as you manage to do.

You come from a high-level school, the one that trains champions to win, which finds all its roots and indications in your behavioral factors.

I recognize your many qualities as a man and as a professional, but I will not take the time to list them; it would be in poor taste. Attention, you have always taught me, should only be given to women.

Your civic sense, an urbane, sly, almost silent attitude, makes you an icon of the entire Forensic history of your city, highlighting the differences between you and your colleagues.

Your teachings have given me the opportunity to gain experience notions and facts in a domain, the Legal one, which is not really mine, but reserved for a few: only the best.

Infinite thanks for having you as a lawyer, as well as a loyal friend, in a world full of people who lack the true culture of principles and values, but are only rich in metals and unhealthy habits, or vices.

Thanks again.

Change

Something new happens every day. It is an irreversible process, what we call change, and often we fail to be ready to adapt.

Scared, we postponed, but the problem persists.

All the sadness, the problems, the disagreements are signs that something is not working perfectly.

The brain's ability to process information allows us to face and overcome difficulties we do not want to live with, those that scare us.

But not everyone possesses these characteristics, and often, people who resort to the words of others, famous or not, do so with the precise aim of appearing outstanding, using the brains of others as a means of recognition.

The damage that results in is enormous.

If we do not offer young people the opportunity to change, improve, and adapt to new things, we risk losing the ruling class and becoming dependent on others.

We do not need illustrious figures, scientists, or famous people, but people with love: for things, for life, for the future, for our children, the only thing that truly matters to all of us.

Welcome to the future.

Brain Border

The term "brain boundary" can refer to several things: it could mean the physical and functional limits of the brain or how the brain perceives and distinguishes visual boundaries.

Neurons in the cerebral cortex are responsible for calculating the boundaries between what is defined as object and what is background.

But civil society offers us other visions, where impromptu actions, often uncontrolled or unplanned, generate

misunderstandings and errors. These behaviors lead to people being labeled as careless, inattentive, or with intellectual limitations.

Correcting these errors is essential, and making corrections can significantly reduce the initial damage. But this is nothing new: history shows us that in the town of Brancaleone, in Calabria, years ago, a conference was held to discuss the Sumerians and their importance, and some participants, not understanding the term "Sumerians," went out to look for "donkeys." This episode highlighted that boredom knows no social class and represents a common limitation.

Deposition

Good morning,

I support the appointment of an external Support Administrator to manage my parents' care. I hope this person can make decisions that will improve their quality of life, addressing their shortcomings, inadequacies, and anything that does not meet the requirements of their medical conditions, while adhering to the law.

Considering that current life expectancies are reduced by at least ten years due to their condition, this assignment is vital.

Regarding other internal appointments of Support Administrators within the family, I am opposed. There is manifest incompetence in management and decision-making. There are multiple reasons for this:

1. Both my parents' mental illnesses were never openly disclosed.

2. There is no explanation for fiscal management, and the person in charge seems to feel that he does not have to justify any decisions.
3. No clinical documentation or treatment plans were provided.
4. His authoritarian and despotic behavior compromises family relationships and decisions.
5. Lack of a solid education and fickle behavior are obvious risks.

After Me

Statistical science provides us with useful data to predict behaviors and trends. But there is one aspect that cannot be measured: a person's physical and mental awareness.

I have often wondered what it would take to improve the world. The answer might be simple: reduce the number of people with limited intelligence by 30%, so that progress is natural and effortless.

Everyone worries about issues like hunger, war, and inequality, but the focus could be on a mental shift that makes the world more harmonious.

When I reflect on death, I think that what we possess we cannot take with us. But what we leave behind is our contribution to the world: books, ideas, teachings. For me, this contribution is five hundred books published over 170 years. Even after my death, readers will find me in my books and say, "This is the Author."

The Factors

In a meeting of thirty people, a discussion arose about the main values to follow in life. Opinions were divided; some spoke of wealth, others of education, others of where they lived.

An old man chimed in, saying that true values were intelligence and adaptability. And from this, a reflection on change arose. People who live in accepted solitude are quick to strike without warning, surprising others with unpredictable behavior.

The moral of these stories lies not in the details, but in the deeper messages: change is inevitable, correction is essential, and our lives leave an imprint that can last beyond death if we have lived with a sense of authentic love and value.

The Brother-in-Law

You are my brother-in-law, my wife's brother, but also a good friend and a new brother on a path that has already seen me lose others, for assorted reasons. I have no details to share, or stones to smooth; you are the precious metal, and you always represent it with your presence and your affectionate expressions. You carry the style and class inherited from your mother admirably.

You have a word and a thought for everyone, and less attention than you deserve, even if you sometimes turn your speech jokingly to hide the wounds you bear, without ever complaining. I admire you; I respect you. Your never-centered personality stems from the education you received as a child, at home and in the world of Boy Scouts, lessons that are true forever, unique conditions in life.

Pessimism, pragmatism, optimism: you are volatile, navigating these monsters and always smiling. Only a careful eye can read your heart, the one you often use, failing to focus more deeply on your mind. But it is your fault because you are Michele.

I have learned a lot from you, considering you are not the most outgoing, but I have managed to steal everything you have in terms of knowledge, the thing I have been doing best for 59 years.

Life is not over yet, and we have time to share and realize our dreams. And as you read this letter, pause for a moment, and repeat after me: "Nando said so!!!"

City and Country

Many people think that a town and a city are the same thing and that, being part of the same capital, they can be identified in the same way, the only difference being the number of inhabitants.

Having worked around the world for many years has allowed me to validate social places that I consider common: the origin of the place classifies the subject. What does this statement mean? It is a clear signal that stems from dialectal inflection, habits, vices, and behaviors in society, at the table, in relationships, in thoughts, behaviors, ideals, dreams, and the future.

The country recognizes in you a new strength, as an added value, because the desire to be better and superior to our neighbors is the revenge in making people believe that we are blessed with new differences.

This is evident in important positions in public administration, in private companies, and in freelance

professions. The peasant always has an inner teaching that no one can take away from him and that he will always carry within him: jealous, prudent, distrustful, and ready to protect what is the fruit of so many sacrifices.

He adapts to the worst conditions, does not rely on transportation and gets around on foot or by public transportation. He is reserved and combines sacrifice with pain. By not experiencing both, the country has shaped him.

But as he gets older, he regains all the characteristics of a peasant, dons his old clothes again. Sitting at the bar, he is quick to criticize and wants to know about everyone. This is his normal state, and then he always continues to complain about difficulties, never the truth. No one really knows the amount on his bank statement.

The city person, on the other hand, lives in a city dimension, focused on the larger picture, where criticism remains rooted in their own neighborhood and the public is only known as what is reported in the newspapers. They are not ambitious, they do not want to be reborn, because the only stimulation they find is from their partner or family, from what others want them to become, but usually it is not what they want to be.

Inevitably, his job sends him a thousand kilometers from home, and throughout his time away, he has only one aspiration: to return to his home, his family, and his friends. He enjoys his old age with his children and grandchildren, his priorities, and then frequents clinical laboratories and hospitals for health checks, always urged on by his wife, who would view his eventual departure as a fear of losing her pension.

Both have assorted styles and clothing: the country man is very fashion-conscious and spends heavily, while the city dweller saves for luxury goods, cars, motorcycles, and housing. In their different culture of helping his family, the country man is more inclined to do so than the city dweller, because he is a natural saver and uses small plots of land to grow vegetables for his own home, while the city dweller spends what he has and what he doesn't, for the sake of appearances.

If you see them from afar, you immediately notice the differences. The peasant's education and class are unparalleled; he has not had time to mingle with the city, and everyone senses it. One final note: the peasant is naturally quiet, never overly vocal, while the city dweller often talks about a life that does not belong to him, but which he convinces himself he is living.

To escape

It can mean many things, depending on the context, from the need to find an escape from the daily routine or, in a more serious sense, the act of running away from a treatment facility.

Diverse ways people try to escape from their reality, both physically and mentally.

Mental Escape

- Reading and Writing, Art, and Meditation.

Physical Escape

- Travel and Excursions, Escape from Restrictive Places.

Escape for Change

- New Beginnings, The Psychological Meaning of Escapism, Fantasy, Dissociation, Addictions, Escapism.

Psychotherapy can help individuals recognize these coping mechanisms and develop healthier strategies for managing stress and negative emotions.

Talking about the reasons that drive someone to want to escape can lead to profound reflections on human nature and the pursuit of freedom.

Every act of escape reveals something fundamental about what motivates us and how we seek solace and well-being in a complex world.

Deceased Son

When we manage difficulties, difficult moments, exceptional situations, we never have a true awareness of what the remote effects may be.

People experiencing a bereavement in their family have always tried to postpone the event as long as possible, as it brings pain, mental illness, and total change.

That morning, I had decided to go to the cemetery to visit my sister. She had been away for a while, and I felt a spiritual need to reconnect. When I arrived at the gravesite to lay the flowers, I sat in a small space, watching the people and thinking.

From afar, I saw a man, forty years old, holding flowers in one hand and a toy in the other. My curiosity was piqued.

Understanding what was happening was especially important, and I saw him arrive at a grave, that of his six-

year-old son, place the flowers and start playing with that toy in front of the burial site.

I made the decision not to disturb him in his privacy, nor to ask for news or curiosity, because this was the way to stay close to him, to get him back.

He had never accepted his departure and was just there playing.

I spent almost four hours observing him: despair, emotion, he cried and laughed, he called his son by name, and then he asked his God why he had taken him away from him.

Ready to leave, he approached me, asking who I was and why I had been watching him all this time, remaining silent and doing nothing.

I hugged him tightly, very tightly. He was not expecting it, and in his ear, in a cryptic tone, I told him that I too had three living children, and that I understood his despair.

He looked me in the eyes and told me that my presence had saved him. He had decided to die, to kill himself, and I was there watching him, and he did not understand who I was.

He thanked me profusely and tried to take me to the bar for a coffee, but I said goodbye, asking him for one last favor: promise me you will continue to play with your son and never leave him alone again.

He burst into tears, and called me his savior, but I was and remained the last man on earth.

Inner Strength

In the complexity of modern life, we often find ourselves facing unexpected challenges and difficulties that evaluate our endurance.

This strength is not a gift reserved for a select few, but an innate ability that each of us possesses and can develop. It is nourished by past experiences, lessons learned, and the people we meet along the way.

Through moments of crisis and growth, inner strength emerges as a beacon to guide us through life's storms.

Inner strength is more than simply resilience to adversity; it is the ability to transform difficulties into opportunities for growth, to see light in darkness, and to find deeper meaning in every experience—that will, desire, and invisible drive that pushes you to face challenges.

Resilience is the ability we have to get up after we fall, to weather storms and have the strength to move forward.

There are moments in life when life breaks us, but immediately afterward we are fortunate to understand how capable and strong we are in reacting and fighting when all seems lost.

Self-efficacy is the belief in one's ability to face challenges, overcome them, and set new goals.

Self-esteem, or positive self-image, is essential for maintaining elevated levels of attention and inner strength.

Social support is essential because it becomes a real network of family and friends always ready to advise and support you in times of darkness and doubt.

Coping techniques, such as meditation and cognitive-behavioral therapy, offer concrete strategies for managing stress and negative emotions.

All these elements together contribute to building a solid and sustainable inner strength.

The Lovers

Everyone in the world has thought, dreamed, conceived, or realized, at least once, the idea of wanting to take a lover, or more than one, some looking at the opposite sex and some looking at their own sex. But the author makes no distinction.

The topic I am addressing today is a delicate one and could even become a Vad mecum for the uninitiated. I am only sharing my personal, multinational, and multiracial experiences, always with the opposite sex, to whom I am grateful for having given me birth and lifelong pleasure.

A lover is first and foremost a person, not an object to be used for one's own needs, who has her own needs, her own life, her own nature, her own dignity and who finds herself filling that role for a series of factors, physiological, mental and of opportunity.

The various statements collected spoke of men who said they felt different in the arms of their lover, they received a great deal of love and attention, she satisfied me completely in sex, I didn't even have the same satisfaction with my wife, and you know what's new? She does not even ask me for money.

Being recognized as superior to man, in intelligence and character, makes her strong and determined in her goals and it is natural that the concessions must be greater since the conquest is daily and the return unexpected.

Where will he play his best skills? For example, by getting himself pregnant, and then a lifelong blackmail will ensue, where you will pay off two women and seek out a third. He will make you buy a house for the child, or a new alcove for both of you, since the landlord has raised the rent on the studio apartment.

The mechanic came this morning, my car needs a lot of money to repair, and you will make the mistake of buying a new one. This exercise will last if you have money. No one mentioned love; the rational logic is "I'll indulge your desires, but you have to support me."

She, if her age allows it, is always ready to change partners, and you are left there alone with the expenses you have incurred, like a bore, because you are a bore.

Never give everything to anyone. If you think you can give ten, try giving five. You will have an alternative source for the future, and you will always be in control of your wallet. Consider whether she is ten years older or younger than you; there are many advantages to being close.

The biggest mistake you can make, under these circumstances, is to leave your wife and family behind with your house. It is always your haven, and you should always be on high alert because your wife is a woman, and after the first five unusual outings, showering and shaving, she will quickly understand. Consider whether she, too, could be a lover.

Children should never be questioned, remember that your pleasure lasts three minutes at most, your children will be with you for life.

My Best Friend

I never understood the value of silence until I encountered it. It was a January evening, after a long day at work, when I came home and turned everything off. Phone, computer, even television. I just wanted a moment to myself. The silence felt unsettling, almost hostile, as if it had too much to say to me.

I sat on the couch, my heart pounding for no apparent reason. And there, in that forced calm, I began to hear the noise in my mind. Overlapping thoughts, judgments, fears, memories. For the first time, I realized how noisy my inner world was.

Little by little, I learned not to run away. I let the silence speak to me, to show me what I was avoiding seeing. I realized how often I filled my life with distractions, people, and useless commitments, just to avoid that confrontation with myself.

Now silence is my best friend. It is the place where I find my strength, where I understand my emotions, and where I can imagine the future without fear. It is no longer an enemy, but a precious ally.

The Letter I Never Sent

It was a summer evening when I sat down to write that letter. The recipient was someone I had not seen in years, someone who had had an enormous impact on my life, for better or worse. I did not know if I would ever have the courage to send it, but I had to write it.

Every word was a wound reopening, but also a liberation. I spoke of things I had never said, of moments I had tried to forget. The more I wrote, the more I felt the weight lift. When I finished, I folded the paper and put it in an envelope.

That letter was never sent. It remained in a drawer, a reminder of what I had overcome. I did not need to send it; the simple act of writing it had healed me.

The Bridge That Never Collapses

There were times when I thought about giving up everything. The pressure was unbearable, and the weight of other people's expectations crushed me. One evening, walking along an old iron bridge, I stopped to look out at the water below.

That bridge, despite its age, was still there, solid, and dependable. I wondered how many storms it had withstood, how many times the river had tried to wash it away. In that moment, I realized that I, too, could be like that bridge.

Life would evaluate me, but I had the strength to endure. No matter how many times you fall, what matters is getting up and standing firm, like that bridge over the river.

An Improvised Adventure

One day I decided to do something completely out of the ordinary. I took a train without knowing where I would get off. Every station was an opportunity, an invitation to discover something new. Finally, I stopped in a small village I had never heard of.

It was a simple place, with just a few houses and people who knew every corner. I sat down in a café, ordered something, and watched. Nothing extraordinary was happening, but there was beauty in that simplicity.

That experience taught me that you do not always have to have a plan. Sometimes, the best adventures are the ones we do not plan.

The Power of Forgiveness

It was not easy. For years, I lived with a resentment that consumed me from within. Every time his name was mentioned, I felt a pang in my heart and a lump in my throat. I could not accept what he had done, how he had betrayed my trust, the trust I thought was unshakable.

One day, however, I realized that continuing to hate her was only increasing her power over me. I could not go on like this but forgiving her seemed impossible. I sat down with a piece of paper in front of me, determined to write.

The first words were filled with anger. "You didn't deserve my friendship, my respect, my affection." But as I wrote, something changed. I remembered the beautiful moments we had shared; the reason I had come to trust her. At the end of the letter, I wrote: "I forgive you, not because you deserve it, but because I deserve to be free."

I never delivered that letter. I folded it and burned it, watching the flames consume it. In that moment, the weight I had carried for years melted away. I did not need her to know. That forgiveness was for me, and it gave me peace I thought was unattainable.

The Sea at Night

I had never seen the sea in the dark. One night, driven by an unusual sense of uneasiness, I decided to go to the beach. It was deserted, illuminated only by the pale moonlight. The salty smell of the water filled the air, and the waves crashed gently on the shore, a hypnotic sound.

I took off my shoes and walked toward the water. The cold made me shiver, but I stopped there, letting the waves lap at my feet. I looked at the black horizon, that thin line separating the sea from the sky, and I felt incredibly small.

Yet, in that smallness, there was a strange strength. It was as if the sea were saying to me: "No matter how big your problems seem; I am vaster, older." I took a deep breath and let that immensity embrace me. When I returned home, I felt I had left something there, among the waves. A fear, a regret.

The Child Inside Me

It was a spring afternoon. I was walking in a park, trying to clear my head, when I saw a group of children playing soccer. One of them, a boy with unkempt hair and scraped knees, looked at me and asked, "Do you want to play with us?"

I smiled, thinking it was a joke, but his invitation was sincere. Why not? I took off my jacket, rolled up my sleeves, and stepped onto the court. I had not played in years, and after a few minutes I was already out of breath. But I was laughing, like I had not in a long time.

It did not matter who won or lost; all that mattered was running, shooting, falling, and getting back up. Those kids taught me something that day. They reminded me that there is still a child inside me, one who does not worry about appearing perfect, who does not hold back. When I returned home, I felt alive, light, as if I had rediscovered a part of myself, I thought I was lost forever.

The Forgotten Book

It was a rainy day, one of those days when everything seemed gray and heavy. I decided to tidy up my bookshelf,

a task I had been putting off for years. Among the dusty volumes, I found one I did not even remember owning. It was an old book, with a slightly worn cover and the typical smell of aged paper.

I sat down on the couch and began reading it. I did not have lofty expectations, but those pages immediately captivated me. It was as if those words had been written for me, for that precise moment in my life. It spoke of change, of resilience, of finding strength in times of difficulty.

Each chapter was a revelation. I often stopped reflecting, connecting those thoughts to my own experience. When I finished the book, I felt different, as if I had gained a new awareness. That forgotten book had remained there, hidden, waiting for me to be ready to read it. And that day, it found me.

The Embrace of the Rain

I have never liked rain. I thought it was annoying, something to avoid. But that evening, something pushed me outside, despite the storm. I walked without an umbrella, with drops wetting my face and clothes. At first, I felt stupid, but then I started laughing.

It was liberating. Every drop washed away a worry, a burden. I could feel the earth beneath my feet, the sound of the water falling on the leaves, the smell of the rain mingling with the fresh air.

For the first time, I was not trying to protect myself. I let the rain embrace me, accepting its presence. When I got home, I was soaked, but also light, as if I had left something out there, under those gray clouds.

Sunset on the Lake

I needed to unplug, to find some time for myself. I got in the car and drove aimlessly until I reached a lake I had not visited in years. It was late afternoon, and the sun was beginning to set, painting the sky with incredible hues: orange, pink, purple.

I sat on the shore, watching the sunset reflect on the calm water. It was such a perfect image, it seemed unreal. For a moment, everything stopped. There were no worries, worries, or thoughts. Just me, the lake, and that breathtaking sunset.

In that silence, I felt peace I had not felt in a long time. It was as if nature was telling me that, despite everything, the world can still be a wonderful place. As the sun disappeared below the horizon, I rose, grateful for that moment. I knew I would carry it with me, as a reminder of what truly matters.

The Diets

This is a topic that affects people of all ages and who, at various levels, are affected by the problem, for a variety of reasons and with the need to change or risk an unfulfilled life.

Initial treatment is for those who have developed a medical condition. The doctor himself determines the initial course of action, and seeing a dietitian, who can analytically assess the situation and decide on a strategy, is precisely the most difficult moment for the patient.

Other treatments target people with aesthetic problems, who dislike their appearance, whether due to excess or insufficient weight. In both situations, the solution is to eat different foods that can be combined, without adversely affecting the desired outcome.

There is no age limit for dieting, although studies show that women are the most vulnerable group in this sector, representing 75% of all people who are aware of the problem and are looking for solutions.

Excess weight is often not solely due to food; a major pregnancy, thyroid dysfunction, or hyperglycemia can also be contributing factors. The dietitian's skill is always the same: first understanding people's minds and then developing solutions together.

Some rely on herbs, some on medications. It is a different world for those who want to lose weight, because being thin means being beautiful and liking yourself. Many women manage to transform themselves in a brief time; their remarkable intelligence and willpower allow them to achieve goals and successes without discrimination, with sheer willpower alone.

And until yesterday you did not even have a single guy who wanted you, and the magic of weight loss means that twenty guys are ready to line up to go out with you.

But losing weight also means becoming attractive to your partner again, reevaluating your emotional and sentimental situation, combined with changing your makeup, hair style, and clothing, while maintaining your own style.

There is also a world of fat people, who live this dimension with intellectual autonomy, managing to hide some truths. Beyond limited or at-risk health, there are limitations on movement, walking, and body, limitations on support and management.

A funeral for a fat person costs the same as that of a thin person, the only difference being the length of the deceased, which also includes the length of the coffin and the quality of the wood.

Let us not forget the determining factors: genetics, natural predisposition, thyroid function, hormones, food, fluids, lifestyle, work. I may have forgotten a few, but it does not matter, since I am not a doctor.

The Words

The meaning of words is a fascinating and complex subject, a fundamental building block of human communication. Every word has a history, an etymology, and a context of use, its own meaning.

We must deal with what we have: our world, which contains 206 nations, with eight billion people, with approximately two hundred languages, and over 7,200 tribal languages, presents profound diversity within the same location.

Etymology is the study of the origins of words and how their meanings and forms have changed over time; semantics is the branch of linguistics that studies the meaning of words and sentences.

But the fundamental aspect is to be found in connotation and denotation, two key elements of the word: the first in the secondary or associative meanings that a word can have, the second in the literal or primary meaning of a word.

The meaning of words can also vary depending on the cultural and social context, with different meanings in different dialects or languages.

People use words to communicate, express intentions, sell, buy—all useful arguments, often used for less than noble ends, but they respect the intended purpose. Such is the conviction and skill in promoting language that, when sharing it with friends, 20% come to believe it is true.

Words, when spoken correctly, can change conditions. They have the power to lift a person from the lowest depths of life and make them successful or destroy someone's happiness with their words alone.

A simple choice of words can make the difference between someone accepting and someone rejecting. You can have something beautiful to say, but say it with the wrong words, and you have failed.

We are also healed by words: visits to the psychologist, the psychiatrist, the mentor, the trusted friend, convince us of change, of a new reality, and we transform ourselves; we become chameleons.

The ancients have left us a wealth of remarkable information. We should all constantly look at history, as it always repeats itself. We will then find some interesting aphorisms such as:

1. The best word is the one that is left unsaid.
2. Silence is golden.
3. Living without knowing either victory or defeat

It is a gift to meet people who like you, defend yourself with a smile and win with indifference.

Finally, I remind all readers that as soon as we were born, the first word we spoke was dad, the person we honor throughout our lives, with his meaning.

The Choices

It is a free act of will by which one manifests or declares that one prefers one, believing it to be better.

In football, it is decided by the chance of a coin tossed by the referee, who gives the winner the right to field his team in the half of the pitch of his choice, the first choice.

With reference to more important decisions, of behavior, of direction, of participation in social life, free choice, which is the normal case, is contrasted with forced choice, that is, conditioned by reasons of necessity, by the lack of alternatives.

But the first reflection should really be made at birth, when we immediately begin to express our choices, smiling or crying, clear signals of what our decision will be.

Food is the first real test. No one can have absolute taste; the purchase of a product depends on the type of choice, the quality, and there is always something to choose from, where people are not accustomed to submitting to the will of others at the table.

Clothes: we are attracted more by some shapes than others, by colors, by lengths, by models, and in the end, we are never sure whether our choice was definitively to be considered good.

The car: if we could all buy a Ferrari, no one would make the wrong choice, but we are tied to our possibilities and not our desires, this is another limitation in terms.

The couple: this is where the irrational side emerges, where women reject perfect men, while men are always ready to change their minds, due to a mother's upbringing that made them weak; the mother's choices impact her children.

Work: choosing the best is the opportunity everyone would like to have, but here we are conditioned and the effect of change allows us to adapt silently. A career can be a testing ground where the winner is often chosen not on merit, but by other considerations.

People: here, the choice of who to associate with is always evaluated over time. Building an emotional relationship, even a friendly one, involves essential elements and rigorous evaluations. We change people, we always choose new ones, because people transform with their ambitions.

Children: our true heritage, but we cannot consider them our own. They will emotionally choose other people as they build their own families, and we will experience their choices with anxiety and apprehension, because the best choice we can make is to love them unconditionally.

If I could choose something, I would like to go to the moon one day, sit in a chair near a crater, and with my laptop I would be ready to write the "STORY OF THE MOON", which I would immediately send to my partner Amazon, and say: I have chosen to open a new office here, send me the guidelines for working.

Obsessions and Disorders

This wonderful machine, our brain, offers the possibility of being multifunctional, capable of processing,

suffering, healing, in the boundless and uncontrolled action of managing man.

And this is where problems often arise, such as obsessions and disturbances, intrusive, insistent, and uncontrollable thoughts, whose content is full of anguish and leads to doubts.

The neurotic symptom is a compromise response to the anxiety generated by unconscious conflicts, which allows the realization and denial of a wish experienced by the ego.

Some examples of obsession include:

1. Fear of being contaminated by germs or toxic substances.
2. Persistent worries about making mistakes or forgetting things.
3. Images or urges about harming oneself or others.
4. Intrusive thoughts of a religious nature.

These thoughts can be very disturbing and significantly interfere with daily life.

Awareness of being affected by a disease, especially a mental one, never occurs systematically. It is not visible flu, or a catchy cough, because the signs are often silent and unseen, unconscious, and invisible.

A virus confirms its presence by displaying clinical symptoms, but our magnificent brain is structured differently. The difficulties in analyzing and developing pathologies are always progressive, where the psychiatrist

evaluates a dosage of medication and then increases or decreases it according to the patient's progress.

Study

As children, we fail to understand the importance of studying. We are often listless, unfocused, forced to learn; the will of a caring parent always reigns supreme.

This exercise is completed in the first ten grades because, afterward, a significant and complex curriculum arrives, and the hours are no longer sufficient to learn and return to school prepared and confident of having acquired all the knowledge. What you did not study on the first day of school jeopardizes your learning for an entire term, and you are therefore forced to go back and re-study.

The subjects I have enjoyed most over the years have been Geography, History, Economics, Communications, and Psychology, along with Mathematics and Geometry. They are not all of them, but each has made a significant cultural contribution, so much so that it has made me seem less boring than I am.

Geography took me around the world, learning about people, cultures, habits, lifestyles, and women. That was enough. History taught me about things that had happened and their contexts, with the great lesson that everything would repeat itself over the years. Economics explained to me who the rich and the poor were, how the former always produced wealth and the latter always incurred debt, and the great lesson came from Murphy's Law, which states: if something is not done, it can never be considered a failure.

Communication taught me to perfect relationships with people, respecting roles, moments, and silences; it was

a lesson I was able to continue for over forty years. Psychology allowed me to put personal skills into practice, focusing on people's behavior and always drawing a line of conduct that led back to education and background.

Mathematics, with the formulas of the four classical operations, rigorously memorized without notes, but also the study and esoteric meaning of numbers and what they represented, revolved around the spiritual realm. Geometry: in school we were taught that the perfect geometric figure was the square with four equal sides and four perfectly equal angles, but the perfect geometric figure is the triangle, and the square is the sum of two or more triangles.

It seemed all over with university, specialization, and the master's degree, but studying is a complex commitment with an indefinite time, and no one had deadlines, just a great desire to learn.

The great discovery of the Internet has changed the world. I have seen doctors study before performing a procedure, or husbands with little idea trying to copy words of love for their wives, which always got it wrong.

Boring reigns supreme and has always done so, and nothing will change. Governments enforce it on their people because people who do not think are people who do not disturb.

When you get home, Author's advice, stop for a moment, be silent, sit down, and listen. It may seem strange, but many will talk about you, those who do not love you but hate you because they would like to be like you.

Divorce New Beginning

Divorce is a complex and delicate issue that affects many aspects of a person's life: emotional, legal, family, and social. In this chapter, we will explore how to forget the past and look to the present and future.

Divorce can trigger a complex range of emotions. In addition to sadness and grief over the end of a relationship, many people experience a sense of personal failure, anger, or guilt. On the other hand, relief can also occur, especially if the relationship was characterized by intense conflict or dissatisfaction. Personal growth can emerge when we allow ourselves to process these emotions, reflect on our experiences, and plan for a better future.

Divorce laws vary significantly from country to country. In many places, divorce involves complex negotiations over property division, child custody, and financial support. Often, laws tend to provide greater protection to the less wealthy spouse and their children. This may include spousal support and the right to the marital home.

For children, it is essential that parents maintain open and honest communication, offering emotional support and making sure children understand that they are not responsible for the separation.

Social support is crucial during a divorce. Friends and family can offer comfort and practical advice. Additionally, professional support from therapists and legal counselors can provide tools and strategies for dealing with emotional and legal difficulties.

Divorce, while painful, can mark the beginning of a new chapter in life. Many people find this time an

opportunity to rediscover themselves, explore new interests, and build healthier relationships.

The psychology of divorce can be explored in depth, considering topics such as resilience, self-efficacy, and grief. Psychological counseling can help individuals manage the complex emotions associated with divorce and develop effective coping strategies.

The Value of Time

I was at home, having just returned from work, when my two six-year-old children came up to me, asking what the latest gift was, but money was enough to reassure them. I had not even had dinner; I was pressed for time with a letter to write to Boston, the headquarters of the company I worked for.

I was tired when my son approached me to ask me something, and I, with my awkward behavior, pushed him away, saying I did not have time right now. He looked at me intently and said, "Dad, now is the time."

I left everything and went to him. He is thirty-one now, but he has never forgotten this phrase: "THE TIME IS NOW."

Time is one of our most precious resources, yet we often take it for granted. Reflecting on the value of time can lead us to live more consciously and intentionally.

The Finitude of Time

Living in the Present Moment

The Priority of Relationships

Time for Yourself

Making Informed Choices

Being aware of how we spend our time allows us to make choices that reflect our values and priorities.

Reflecting on the value of time invites us to live with greater intentionality and gratitude. Every moment is a gift we can choose to use to its fullest.

Communication

I could not fail to tell a true story that happened in 1986 in London, Hotel Out of Season, when we entered the hotel and walking through the corridors of the floors, we came across room 540, where there were two naked people facing each other and gesticulating.

We ran to the management to explain what was happening, for once we weren't Italians, but the director explained to us that they were Scots on holiday, but deaf and dumb, and that the wife, by touching her breast, was trying to indicate to her husband that she wanted some milk, and the husband, instead, with an open umbrella and with the other hand on his penis, was indicating that he would never go out due to the rain.

My first communication.

Communication is the art of connecting with others, sharing ideas, emotions, and information clearly and effectively. It is the foundation of all human relationships and plays a crucial role in every aspect of our lives.

It is essential to create and maintain healthy relationships. Whether it is a conversation with a friend, a work discussion, or a chat with a stranger, the way we

communicate can significantly impact the outcome of these interactions.

TYPES OF COMMUNICATION

- Verbal Communication
- Non-Verbal Communication
- Written Communication
- Active Listening

Empathic Communication

Communicating with empathy means trying to understand and feel the emotions of others.

OBSTACLES TO COMMUNICATION

There are several obstacles that can interfere with effective communication, including:

- Language Barriers
- Background Noise
- Preconceptions and Prejudices

IMPROVE COMMUNICATION

To improve communication, it is important to:

- Be Clear and Concise
- Show Empathy
- Maintain Eye Contact
- Avoid Interruptions

Reflecting on how we communicate and continually striving to improve can lead to stronger, more satisfying relationships.

Technology and the Future

Technology is transforming our present and will surely shape our future in extraordinary ways:

- Artificial intelligence: It will continue to evolve, with applications ranging from personalized medicine to increasingly sophisticated autonomous vehicles. It could also revolutionize education, offering personalized learning for every student.
- Robotics: Robots will become increasingly common in our lives, not only in factories, but also in homes as personal assistants and in the healthcare and elderly care sectors.
- Internet of Things: Interconnected devices will make our homes and cities smarter, more efficient, and more sustainable.
- Virtual and augmented reality: These technologies will offer us new ways of entertaining, learning, and even working, allowing us to participate in virtual meetings as if we were in the same room.
- Blockchain and cryptocurrencies: Blockchain could revolutionize sectors such as finance, coordination, and even governance, making transactions more secure and transparent.

Artificial intelligence is one of the most fascinating and dynamic fields of modern technology, revolutionizing numerous sectors, from medicine to finance, from education to coordination:

- Personalized medicine
- Automation
- Autonomous vehicles
- Machine learning

Technology is rapidly transforming our world, redefining how we live, work, and interact. We have explored many aspects of artificial intelligence and its future applications, from personalized medicine to autonomous vehicles, from automation to advanced robotics.

These developments promise to bring great benefits, improving the quality of life, increasing efficiency, and opening new possibilities.

Looking to the future, further technological innovations will continue to be a driving force for change. Our ability to adapt, continually learn, and use these technologies for the common good will determine the trajectory of our progress.

Technology's journey is just beginning, and as we venture into uncharted territory, it is crucial to maintain a balance between enthusiasm and caution, innovation, and responsibility.

Cognitive Narrative

I could not understand what was happening that February morning in 2021. I looked out onto the balcony, and it was still dark outside, a thin fog was advancing undaunted, and the cold was not the strongest.

As soon as I opened my laptop, I started browsing to scrutinize and read what I had been up to in the past few days. I found almost one hundred and fifty stories, each chapter talking about something, with reflections and analysis of what had happened, and to think that in everything I was the only one present.

I began to understand that I had entered a world I did not know: Scripture... and that soon it would give me the gift of starting to dream.

Finding that my writing fit within cognitive fiction was a fascinating achievement; I had combined literary fiction with my limited theories of cognitive science.

By doing rational analysis, I immediately understood that my stories would influence our minds, our thoughts, and our behavior.

Then I went into detail with the explanations and this was the result:

- Mental Processes
- Empathy and Sympathy
- Narrative Structure
- Theory of Mind
- Emotional Impact

This field of study is interdisciplinary, combining elements of psychology, neuroscience, linguistics, and literary theory.

But how did I get there?

I began to read my Biography again. In forty years of knowledge, I had learned more information than I expected or deserved, and like a robot, I had put it to the service of my project.

I found myself on a global platform, I had followed all the procedures, I was just waiting for more people to start reading my books, it was all I wanted, before my time was up.

Creative Man

You have an extraordinary gift for expressing the complexity of life and the beauty of creativity. These are the words of the bishop of my city during a celebration, words that left me breathless. It is rare that someone can fully grasp and appreciate a man's journey, especially when that journey has been full of twists and turns, obstacles, and restarts.

I have never been an easy man, and even today, at fifty-nine, things have not changed much. My life has been a constant struggle against hardship, but also a succession of rebirths. Over the past twenty years, a series of illnesses could have stopped me, and more than a few people had already written me off. But that was not the case. I have changed jobs many times, reinventing myself each time, following a philosophy that is now integral to me: "The best way to do good work is simply to love it."

My professional training does not come from prestigious universities or academies, but from the school of the street. However, I do not want to dwell on this too much, because other books detail my life and the daily surprises that have characterized it. Instead, I want to focus on one key element:

people. They have always been my reference, my mirror, and my greatest challenge. I learned to help them think, never to manipulate them. This is a fundamental principle because man, by nature, is not accustomed to self-reflection. And so, paradoxically, from reflections I have drawn my profession: I have turned the ability to push others to think into a profession.

One significant episode has remained etched in my memory. During a monthly meeting with my psychiatrist, over coffee at the bar, he said something that deeply surprised me: "You are a lucky man. You have a high IQ, above average, and you possess a rare gift: creativity." At the time, I did not fully understand the significance of his words. I wondered what it really meant to be "a creative man."

The Fundamental Aspects of Being a Creative Man

- Infinite Curiosity: The ability to never stop asking questions, to explore the unknown.
- Experimentation: The courage to try new paths, without fear of making mistakes.
- Empathy: The ability to connect with others and see the world through their eyes.
- Passion: The driving force that pushes you to give your all in what you do.
- Resilience: The determination to get back up after every fall.

I have learned that creativity is like muscle. It needs to be exercised regularly, through practice, exploration, and reflection. It is not just an innate talent; it is a lifestyle, a way of seeing the world with fresh eyes every day.

If I am here today, telling this story, it is because I have decided to never give up. I have never stopped believing in the power of creativity and the beauty of transforming challenges into opportunities. And this is the greatest gift life has given me.

Courage to Fail

The courage to fail is one of the true qualities one possesses.

It is through failure that we learn, grow, and become better people. Accepting failure as part of the journey to success requires a strong and resilient mindset.

Failure teaches us the most valuable lessons. Failure shows us our limitations and pushes us to overcome them. Without failure, there would be no growth.

We often see failure as something negative, but it is an essential component of success. Changing our perception of failure allows us to embrace it as a natural part of the learning process.

Benefits of Bankruptcy

- Resilience
- Creativity
- Personal Growth
- Humility

Strategies for Embracing Failure

- Accepting Mistakes
- Reflecting on Failure

- Being Kind to Yourself
- Sharing Experiences
- Maintaining a Positive Mindset

Examples of Successes Born from Failures

- Thomas Edison: Before inventing the light bulb, Edison failed a thousand times. He viewed each failed attempt as a step toward success.
- JK Rowling: Before she rose to fame with the Harry Potter series, her manuscripts were rejected by numerous publishers.
- Michael Jordan: Considered one of the greatest basketball players of all time, Jordan attributed his success to numerous missed shots and losing games.

The courage to fail is what allows us to grow and achieve our goals.

Embracing failure with a positive mindset helps us see every failure as a step towards success.

Reflecting on these aspects can encourage us not to fear failure, but to see it as opportunities for learning and growth.

Trust in Relationships

My first memory of the word "fiducia" dates to an Italian commercial. It was for Galbani cheese, which proclaimed: "Galbani means trust." This simple phrase, heard as a child, has always had an impact on me. Fiducia: a word that encompasses a world of meanings. As I grew up, I understood that trust is the foundation of any relationship,

whether personal or professional. Without trust, everything collapses, crumbles, becomes fragile.

Trust is what allows you to walk alongside someone without feeling the need to constantly look over your shoulder. It is the knowledge that the other person will not betray you, that they will not use what you have confided in them against you. It is not easy to earn, and once lost, it is almost impossible to recover.

I have realized, over the course of my life, that trust is not built with words, but with actions. You can promise to be there, to keep a secret, but it is the actions that count. Consistency, respect, presence: these are the things that make the difference.

I have never given trust lightly. Not because I do not believe in people, but because I know how precious it is. It is like a thin thread: the more you pull, the more you risk breaking it. I have learned to trust those who demonstrate, not those who promise.

Yet, I too have made mistakes. I was disappointed, unintentionally, but I have. In those moments, I understood that the value of trust lies not only in receiving it, but also in knowing how to maintain it. Admitting your mistakes, apologizing, rebuilding a relationship: these are hard lessons, which I had to learn.

Trust is like a bridge. You do not build it in a day, but brick by brick. It takes time, patience, and often courage. The courage to open, to be vulnerable, to accept that the other person may not live up to your expectations.

Today, looking back, I realize that trust has been the driving force behind many of my successes. In people, in projects,

even in myself. It was not always easy, but when I trusted—really trusted—I found something extraordinary: authentic connection.

Trust is not just a word; it is an experience. It is that feeling of knowing that, wherever you are, there is someone you can count on. And it is also the certainty of being that person for someone else.

The Beauty of Things

The beauty of things is often found in the details and in the ability to appreciate the present. It could be in a child's smile, a breathtaking sunset, the sound of rain, or the smell of freshly brewed coffee. Beauty is everywhere; we just need to know how to recognize and appreciate it.

It is often the minute details that make something uniquely beautiful. A flower blooming, the birds singing at dawn, or an unexpected gesture of kindness. These small moments can bring immense joy if we are present and attentive to capturing them.

Nature is one of the greatest sources of beauty. Mountains, lakes, forests, and oceans offer breathtaking spectacles that remind us how extraordinary the world we live in is. Even a simple walk in the park can fill the heart with wonder.

There's beauty in human relationships, too, in the deep connection we can establish with people. Shared laughter, shared tears, and mutual support are examples of how beautiful authentic relationships can be.

Art, music, literature, and all forms of creative expression contain extraordinary beauty. These expressions

allow us to see the world through someone else's eyes and experience profound and colorful emotions.

Let us never forget the inner beauty that is so typical of ugly people, who, having nothing else to say, treasure their inner selves.

Kindness, compassion, strength of spirit, and integrity are qualities that radiate beauty. A person who embodies these characteristics can illuminate the world around them.

Finally, there's immense beauty in learning to live in the present moment. Slowing down, breathing deeply, and appreciating what surrounds us allows us to see the world with new eyes and find beauty in even the simplest situations.

The beauty of things is all around us; we just need to know how to look for it and recognize it. Reflecting on these ideas can help us live a richer and more fulfilling life.

Reciprocity

One of my earliest memories of the concept of reciprocity dates to my grandfather. He was a man of few words but great deeds, with hands marked by work. By day he was a miner, by night a farmer on his land. He had no time for idle talk: every gesture, every decision had a precise purpose.

His neighbor, on the other hand, was a shy figure, not inclined to dialogue. It was clear he was intimidated by my grandfather, known in the village for his brute strength. He was not the type to argue with him, but one day necessity forced him to.

The two neighbors' animals frequently trespassed onto each other's land. A trivial problem, but one that threatened to escalate. My grandfather, with his pragmatic calm, decided to address it his own way. He called his neighbor in for a chat, or rather, what amounted to a negotiation.

There were few words, just a simple agreement: to demarcate the border and respect it, always. After shaking hands, he uttered a phrase that stuck with me: "In our mutual interest." It was not just an agreement on the border; it was a declaration of balance, a pact of mutual respect.

That scene, in its simplicity, taught me the basis of what I now recognize as reciprocity. It is not a matter of written rules or calculations. It is a way of life, an attitude toward others. My grandfather was not an educated man, but he knew that a healthy relationship, whether with a neighbor or anyone else, is based on balanced give and take.

Reciprocity, in its purest form, is a dance of gestures and attention. It is not just "I do it for you, you do it for me," but something deeper: recognizing the value of others and acting accordingly. It is listening, respecting, knowing when to give and when to receive.

It is not always easy. There are obstacles—selfishness, misunderstandings, unbalanced expectations. But every time I put my grandfather's lesson into practice, I realize how powerful it can be. Reciprocity does not just create agreements; it builds bridges.

Today, thinking back to that day, I understand that that handshake between my grandfather and the neighbor did not just mark the boundary between two lands. It forged a bond

of respect, a small but significant example of how we can live better together.

Conflict Resolution

What I want to tell is a story that had a significant impact on my life and that, over time, taught me a lot about conflict resolution.

My mother and my aunt, the only siblings, had managed not to speak or see each other for fifty years. It was not a violent conflict or harsh words, but a distance built on a failure to agree on an inheritance issue. The family home, the land we had grown up on, became a symbol of mutual rejection that neither of us had ever wanted to face. The whole affair had deeper roots, but the immediate cause, the one that marked the beginning of the separation, was an unsigned document, a broken promise, a document that was never accepted.

In those years, as a child, I watched from afar, not fully understanding, but sensing something was wrong. There were four of us, the children of these sisters, and we too managed, without any real conflict, not to speak to each other for thirty years. There was no open conflict, no shouting or confrontation. There were only silence and the subtle fear that one of us, the most cunning or skilled, would be capable of outsmarting the other three. Every time money or inheritance came up, something in me triggered the fear that the others were plotting something behind my back. My trust, in a certain sense, had been eroded.

Reflecting on all this, I realized that conflict, in all its forms, is one of the most painful and inevitable experiences we experience in relationships. But how we deal with conflict makes the difference between breakup and growth. The real

question is not whether there will be conflict, but how to resolve it when it arises.

Conflict resolution is never easy; it requires serious and conscious commitment. If conflict is managed maturely, it can lead to deeper understanding and stronger relationships. This is what finally happened when, over time, we all decided to sit down at a table. It was not easy, especially because the resentments were deeply rooted. But we learned that the key to resolving any conflict is to look at the problem, not the person.

There are some techniques that helped us find a way out:

Active listening: Simply listening without interrupting, without waiting for your turn to speak, but truly trying to understand the other person.

Clear Communication: When we did manage to speak, we did so without mincing words, clearly expressing what each of us felt and feared.

Empathy: Putting yourself in someone else's shoes and trying to understand their point of view, even if you do not always agree.

Finding a compromise: There was no perfect solution, but we worked hard to find something that would satisfy everyone, at least in part.

Focus on the problem, not the person: It was crucial not to blame each other, but to focus on what had created the conflict and resolve it.

Over time, thanks to perseverance, we managed to overcome the misunderstanding. We realized that conflicts are not the end of a relationship, but merely a phase that can enrich it if

managed properly. And we learned that patience and open communication are the foundation of any resolution.

I conclude by saying that conflict resolution is a skill acquired through experience and a willingness to change. It is a process that can lead to personal and collective growth. Discussing, listening, and learning to compromise are essential steps to maintaining healthy and lasting relationships.

The Art of Compromise

As my memory runs, I recall my father signing the deed of compromise to purchase the house where he currently lives in 1972.

None of us could quite figure out what it was about, but I remember that he had to hand it over to the builder with a bag full of money and he only took home a piece of paper with some signatures.

Where had our money gone? In a compromise.

Then my first girlfriend Daniela tried it, I was just sixteen, she convinced me to take her to the beach in the evening, without having to touch her, and the compromise had the effect of receiving a new pair of horns, because with me she remained completely chaste and pure, then she was free and available with others.

And when I was given the job of recruiter for Italy for my company, many candidates came with their girlfriends and wives, all rigorously undressed, and the compromise was clear and within reach.

Compromise is a fundamental part of everyday life and relationships.

Learning to balance your own needs with those of others is an essential skill for maintaining healthy and satisfying relationships.

Compromise is important because it allows conflicts to be resolved peacefully and constructively.

To reach a good compromise, it is essential to listen carefully to the other person's needs and desires.

Flexibility is essential to compromise. This means being willing to make concessions and adapt to circumstances.

Open and honest communication is the key to effective compromise.

Empathy is crucial in compromise.

Sometimes, finding a compromise requires creativity.

Compromise takes time and patience.

Benefits of the Compromise

- Stronger Relationships
- Personal Growth
- Positive Environment

The art of compromise is not easy, but it is a skill that can significantly improve the quality of our relationships and our daily lives.

Reflecting on these aspects can help develop this valuable skill.

Money

Money is one of the most powerful forces in our society. It can open doors, create opportunities, and improve the quality of life, but it can also lead to inequality and tension.

Originating primarily as a means of exchange, it facilitates economic transactions, allowing us to purchase goods and services easily. Returning to barter would be the only way to obtain what we need, making transactions much more complicated. Money represents the value of goods and services. Its existence allows us to assign a monetary value to everything, making it easier to evaluate and exchange, even though the value of money is relative and always depends on the economic and cultural context.

Money confers power and influence. Copious amounts of money can have a significant impact on politics, the economy, and society. This power can be used positively, such as to fund charitable initiatives, but it can also lead to inequality and corruption. The distribution of money is often unequal, creating economic inequality. Disparities between rich and poor can lead to social tension and instability.

Money can improve the quality of life by providing access to food, housing, education, and healthcare. However, it is important to remember that personal well-being does not depend solely on money. Meaningful relationships, mental and physical health, and a sense of purpose are equally important for happiness and personal satisfaction.

How we use money reflects our values and priorities. Decisions about how to spend, save, or give money can reveal a lot about what we value in life. Each of us has a unique relationship with money; some see it as a source of

security and stability, others to achieve goals and realize dreams.

Family Traditions

Family traditions are fundamental pillars that can enrich everyone's life and strengthen family bonds. They represent continuity with the past, offer guidance in the present, and create bonds for the future.

Traditions allow us to connect with our roots and better understand our family history. Knowing and participating in these traditions helps us keep the memory of our ancestors alive and honor their contributions to our lives.

They strengthen bonds between family members. Participation in shared rituals and celebrations creates a sense of unity and belonging. Sharing and connection help build stronger, more lasting relationships.

Through traditions, parents can teach their children the principles and ideals they consider fundamental. These values become an integral part of family members' identities and influence their behavior and choices.

In a constantly changing world, traditions offer a constant and predictable foundation. This sense of stability can be especially comforting in times of uncertainty and difficulty.

While family traditions are rooted in the past, they can evolve over time. Families can adapt traditions to new circumstances and changing needs, while still maintaining their meaning.

Family traditions play a crucial role in keeping family identity and cohesion alive.

Printed Paper

Social media has become a battleground, where sensationalism and manipulation prevail over a true understanding of illnesses, culture, and the deeper issues that define our existence. The media, far from providing objective news, seems more interested in pushing a political or economic agenda than in stimulating authentic reflection. The case of illnesses, whether physical or mental, is emblematic of how information is used to distract, not educate.

Illnesses, both physical and psychological, are treated as a phenomenon to be managed in the short term, often downplayed or exaggerated for the sake of sensationalism. The narrative of pain, suffering, and the struggle against illness has become a bargaining chip, a product to be sold to an audience thirsty for stories that evoke emotion, but not solutions. There is no room for the complexity of treatments, for the diverse facets of recovery, for the psychological difficulties hidden behind every diagnosis. No, illness is presented as a heroic battle, where the subtle message is that those who fail the test, in some way, fail.

And then there's culture, which, for many, has become a privilege reserved only for those who know how to navigate the right words and the latest trends. The true meanings of works, stories, and books are often relegated to the shadows, while trends dictated by popularity, the market, or a certain political viewpoint become the yardstick for judging what “culture” is and what is not. Books, once bridges of reflection and growth, have become consumer goods, reduced to merchandise to be quickly flipped through to satisfy an immediate need for "entertainment." It does not matter whether the content is valuable or whether it

stimulates deep reflection; what matters is that the book sells and is endorsed by the right influencers.

The social reality we live in is the result of a vicious cycle where information is no longer a public good to be respected, but a business to be exploited. Diseases become stories to be told, cultures are debased for quick profit, and books are merely vehicles for a narrative that has lost its original purpose: to educate, inspire, and challenge our worldview. In this chaos of sensationalism, the true essence of knowledge and understanding becomes increasingly difficult to attain.

Sport

Having had the fortune of playing a major sport for over ten years has given me the opportunity to gain in-depth knowledge of this world and its implications. The world of sport is fascinating and rich in emotion, involving millions of people, both athletes and spectators, and has the power to unite people from diverse cultures.

It is essential for maintaining a healthy body and a balanced mind because regular physical activity improves cardiovascular health, strengthens muscles, and bones, and reduces the risk of many diseases.

All sports teach discipline. Through training and competition, athletes learn to set goals, work hard to achieve them, and overcome setbacks. Sports education provides an important foundation for both life and work.

Teamwork teaches you to cooperate with your teammates, respect your opponents, and accept the referees' decisions—important life lessons. Sport is a powerful tool for inclusivity; it breaks down social, cultural, and gender

barriers and creates a sense of community. The Olympics and the World Cup are excellent examples.

Finally, sport is synonymous with passion and fun. Whether competitive, played with friends, cycling in the mountains, or watching your favorite team on television, sport offers moments of joy and relaxation.

Sport is much more than just physical activity; it is a way of life that can enrich our lives in many ways.

The Joy of Giving

The joy of giving is an experience that goes far beyond the superficial act of giving. It is a movement born from the heart, and while it may seem simple, it transforms into a universal language that unites people, creating invisible bridges between those who give and those who receive. It is a subtle balance, a game of give and take that goes beyond mere material exchange. The concept of giving is rooted in our nature, and it is precisely in the act of offering something that we experience a connection that transcends all expectations.

Thinking back to that encounter with my accounting professor, the concept of "give or take" took on a different, symbolic dimension for me. That life lesson, however, went beyond mere academic teaching; it penetrated my worldview. She, with her charm, introduced me to an idea I had not fully grasped at the time: every act of giving implies a return, a value that returns to the giver in various forms. Yet, at that moment, I realized that I, like so many others, had nothing to give in return, or rather, I did not recognize it.

Yet, giving is not just a transfer of goods. The time we offer someone, the unassuming listening we offer, the support we offer those around us, these are all ways we can positively impact someone's life. Giving is not always an extraordinary act, but it is that small daily gesture that transforms a day, enriching the lives of those who receive it. The smile we offer, the patience we offer in conversation, the volunteer work we silently perform are all forms of generosity that, despite their simplicity, create profound bonds.

And the benefits of giving are countless. The happiness and satisfaction we feel when we see another human being smile thanks to our gestures are immeasurable. The ability to reduce the stress we feel when we focus on others, rather than ourselves, is a benefit we cannot ignore. Relationships improve when they are based on sincere and selfless exchange, and the sense of community grows when we feel part of a movement that transcends the individual.

Giving, then, is not just an act, but a philosophy of life. A way to enrich ourselves while enriching those around us. And as often happens in life, when we give generously and without expectations, we receive in return much more than we ever imagined. The joy of giving lies not only in the gesture itself, but in recognizing the bond it creates, in knowing that every small act can transform into something extraordinary.

Delegate

The first real test of my career came when I was given the responsibility of coordinating a team of twelve people, six men and six women. A group that, though diverse, had a common goal: achieving concrete results. But the challenge, beyond managing the team itself, was my ability to make

strategic decisions without making mistakes. The responsibility was mine, but I knew that my success depended on how I delegated tasks and trusted my collaborators.

Delegating, in fact, is not just a matter of distributing tasks; it is a true art, a delicate balance between responsibility and trust. And in such a diverse group, the risk of making mistakes was high. But among the various challenges, the greatest lay in interacting with the women in the group, particularly those who were not only intelligent but also possessed the determination to transform every situation into a leadership opportunity. And therein lay the difficulty: managing to delegate to those with the skills, while always being careful not to slip into excessive control or, worse, micromanagement that would undermine my authority.

Delegation is not about assigning tasks but doing so in a way that makes those receiving the assignment feel empowered and motivated to give their best. The key is knowing your team, the dynamics between members, and understanding their strengths and weaknesses. Clear communication is essential: each task must be well-defined, with objectives and deadlines, but without going into too much detail. And you need trust. Delegating also means letting others take the reins of their responsibilities, without fear of losing control.

The benefits of delegating are immediate: it increases productivity, helps the team grow, and improves motivation. Each team member feels useful, appreciated, and committed to achieving the common goal. And, crucially, it reduces stress: a leader who tries to do everything alone risks burning out and compromising the entire team's work. Delegating

allows you to focus on the most strategic tasks, leaving the day-to-day operations to others.

There are, however, some common mistakes that should be avoided. The first is micromanagement: controlling every single detail of the tasks assigned to team members, without giving them room to maneuver. This undermines trust and autonomy. Another mistake is a lack of clarity, which leads to confusion and frustration. And finally, not delegating enough: holding everything back for fear of delegating or of not being able to find the right balance.

The Negotiation

Kenya hosted me many years ago, my job was that of manager of a tourist village, located inside the forest, but with all the services, the outside with two different villages, with two tribal chiefs.

My colleagues had advised me against spending the long nights near the burning bonfires and telling my stories; they had almost had a premonition of what happened next.

In the evening, the two tribes gathered around the fires, singing, and dancing. I was their interlude while I read some of my books, with my understandable English and the translator at hand.

Everything was going well until the daughters of the two leaders had the brilliant idea of wanting to sleep with me. An intense argument ensued, and like a good Italian, I had to negotiate a surrender, giving what little I had to both, but escaping the next day and returning to Europe.

Negotiation is an essential skill in many aspects of life, from personal relationships to professional situations. Knowing how to negotiate effectively means finding

solutions that satisfy all parties involved, maintaining a balance between one's own interests and those of others.

Preparation is the key to successful negotiation. Before entering a negotiation, it is essential to gather all the necessary information, know your objectives, strengths, and weaknesses, and have a clear understanding of the other party's interests. These are crucial elements.

Communicating clearly and precisely is essential; being able to express your needs and desires without ambiguity helps avoid misunderstandings.

Being willing to compromise and find creative solutions can lead to more satisfying outcomes, rigidity can lead to stalemate, while flexibility allows you to explore different options.

Good negotiation does not just divide an existing pie, but seeks to create value for all parties involved, finding ways to expand the pie, seeking opportunities for collaboration that can lead to mutual benefits.

Emotions play a significant role in negotiation. Keeping calm and controlling your emotions can make the difference between a successful negotiation and a failed one.

The art of negotiation requires practice, patience, and a good dose of empathy.

POSTSCRIPTUM

— 30 Aphorisms

Theme: ***Failure as an ideal, not a real, concept.***

1. Failure is a clean idea. Reality is always tainted with consequences.
2. You only fail in stories. In life, you pay.
3. Failure is elegant until it comes with a bill.
4. No one ever really fails you stay; you lose, you change.
5. Failure is a word. The damage is done.
6. Those who speak well of failure have not yet borne the cost.
7. Failure is theoretical. Scars are not.
8. There is no such thing as failure, there is the irrevocable.
9. Failure only consoles those who look from the outside.
10. When everything goes wrong, the failure disappears. The facts remain.
11. Failure is a concept. Life is a practical test.
12. No one “learns” from failure: at best they survive.
13. Failure is romantic only in other people's books.
14. You do not fail, you continue with fewer options.
15. Failure does not teach. It forces.
16. If you can tell it as a failure, it was not final.

17. Failure is a word invented to make loss more digestible.
18. Life does not fail you: it resizes you.
19. Failure is the idea of those who can afford it.
20. Those who utterly fail do not use that word.
21. Failure is a moral concept, not a real event.
22. Reality does not fail it moves forward without apologizing.
23. Failing is easy. Getting back on your feet is not.
24. Failure is not an end. It is a subtraction.
25. No failure is neutral. Something always remains broken.
26. Failure is useful to those who must explain, not to those who must live.
27. You do not fail you discover what will never come back.
28. Failure is an elegant way to avoid the word loss.
29. Those who have utterly lost do not philosophize about failure.
30. Failure only exists afterwards when you are looking for a name.

CLOSING CAGE

Fixed Structure

It does not conclude.
It makes clear what will never go back to how it was.

Author's Final Note

Final assumption of responsibility.

Does not explain the meaning. Confirms the position.

Rest

What remains after reading.

It is not a message: it is a condition.

Postscript

Cognitive gap.

It serves to prevent an orderly closure.

Aphorisms / Fragments

Dry storage.

They do not comment on the book: they leave it open.

Leave

Act of separation.

The text withdraws. The reader remains.