Chapter-III

MATERIALISM AND PHILOSOPHY OF LIFE
Materialism deals with the physical world, whereas spirituality deals with the inner-self and spirit. Materialism means an inclination towards acquiring material possessions and comforts; in short, it is a tendency to lead a life in which pleasures of the body give preference above anything else. Pandit Sriram Sharma Acharya explains spirituality in his book *Akhand Jyoti*:

> centered and established in the soul, that is, activities in life are decided keeping in mind the awakening of the soul.

*(Akhand Jyoti, 2003:09)*

Materialism is an act to acquire worldly possessions for luxurious use, normally a human being’s need is fulfilled with limited materials. One’s basic needs are food, clothes, shelter and some other basic necessary things, anything over and above the basic needs either remains unused or is misused. Materialism is the struggle between needs and wants, when wants becomes needs human being chase to acquire it, and in this chase he loses his peace of mind and forgets to live his beautiful life. Human being mind is considered as sixth sense, its needs are greed and acquisition of worldly pleasure etc, when mind experiences joy it attributes to
worldly pleasures. One generally engages his time and effort in satisfying the requirements of body and mind. The mind propels him to fulfill the three attributes and also employs the body in its schemes. This is not surprising, for the satisfaction of the sense bodily requirement, and the mind is one of the senses.

There are three things which can never be satisfied. These three things are greed, attachment and egoism. They project marvelous dreams in front of a person and then disappear. Then the person remains busy in fulfilling the dreams. Human beings chase for dreams day and night, and this the reality behind every human being about requirements. People run in the race for these three unwanted requirements.

Materialism is a desire for wealth and material possessions with little interest in ethical or spiritual matters. The philosophy of materialism holds that the only thing that can be truly proven to exist is matter, and is considered a form of physicalism. The belief is that mind, consciousness, cognition, and intelligence are separate and distinct from that material world and cannot be explained as purely physical processes. The mind made contacts with the physical body through the pineal gland at the back of the brain. Materialism is the belief that mind, consciousness, cognition and intelligence are
physical processes that can be explained through normal scientific investigation of the material world.

Spiritualism is a philosophic doctrine, opposing materialism that claims transcendency of the divine being, the altogether spiritual character of reality and the value of the inwardness of consciousness. Spiritual is traditionally contrasted with material, the temporal and the worldly. A perceived sense of connection forms a central defining characteristic of spirituality and connection to a metaphysical reality greater than oneself, which may include an emotional experience of religious awe and reverence of such states as Nirvana.

Robin Sharma in his book *The Monk Who Sold His Ferrari* has shown his protagonist with the richness of life and hunger for more. The way he develops the characters through materialism and teaches them the philosophy of life is spectacular. In his book, Robin Sharma successfully portrays the situation of human psychology and desire towards worldly possession. His famous character is Julian Mantle, who also appears in his other books to help other characters. The first stage of Julian Mantle’s life is full of materialism and having hunger for more. A man who is having fame, immense wealth, island, big mansion, private jet, and red Ferrari:
He achieved everything most people could ever want: a stellar professional reputation with an income in seven figures, a spectacular mansion in a neighborhood favored by celebrities, a private jet, a summer home on a tropical island and his prized possession — a shiny red Ferrari parked in the center of his driveway. (The Monk, 2009:04)

In the book *Journey to Self-realization*, it is explained about the *maya*. In God’s plan and play (*Lila*), the sole function of Satan or *Maya* is to attempt to divert man from spirit to matter, from reality to unreality the devil Sinneth from the beginning for this purpose the son of God was manifested.

*He might destroy the works of the devil that is, the manifestation of Christ consciousness, within man’s own being, effortlessly destroys the illusions or the works of the devil.* (Journey, 2001:433)

Though he has immense wealth and all luxurious things but it could not stop Julian Mantle’s desire. The writer, beautifully, presents the gradual development of materialism in his character. At the initial stage it is ‘doing for the firm’ after Julian’s reputation for brilliance spread and his workload continued to increase. He forgets to live the life, to smile. He is just doing his work blindly without caring about himself. That’s why a massive heart attack in the midst of a packed courtroom makes him realize that how he is careless towards his health. His desire for more becomes more and more…
The cases just kept on getting bigger and better, and Julian, never one to back down from a good challenge, continued to push himself harder and harder. In his rare moments of quiet, he confided that he could no longer sleep for more than a couple of hours without waking up feeling guilty that he was not working on a file. It soon became clear to me that he was being consumed by the hunger for more: more prestige, more glory and more money. (The Monk, 2009:04)

Though he has worked, but still his life is empty. He is not glad with the situation. A failed marriage and loss of a lovely daughter, such suffering is the reason for the loss of his health. As a result of his suffering he wandered in the material world. The greed for success is not merely a reason but it is isolated from all suffering which the protagonist had. When he loses his domestic life and only he makes himself slave for a time. The protagonist made assumption about peace of mind which could get through success and success will get from lots of hard work. The way he is doing his duties, which is not correct. He loses his health to gain the wealth, a man of fifties looks like seventies and having lot of dirty habits which are not good for his health.

At fifty-three years of age, Julian looked as if he was in his late seventies. His face was a mass of wrinkles, a less than glorious tribute to his "take no prisoners" approach to life in general and the tremendous stress of his out-of-balance lifestyle in particular. The late-night dinners in expensive
French restaurants, smoking thick Cuban cigars and drinking cognac after cognac, had left him embarrassingly overweight. He constantly complained that he was sick and tired of being sick and tired. He had lost his sense of humor and never seemed to laugh anymore. (The Monk, 2009:05)

Julian was living his life in a live fast, die young lifestyle. This is going towards the end of his life. A single wakeup call reminds him where he is going? A sudden massive heart attack is a signal from life. That is why Julian decided to step up and take the necessary action. Therefore, he took a vacation and wandered off to the Indian Himalayas where he came across a lot of difficulties at last he met the wise Monks who teaches him about a happy and satisfied life. When he spends years with Indian monks, it is self-transformation and realization of life that is where he had been? And now where he has to go? The timeless principles and peace of mind transform him from a wrinkle old man to a youth.

Robin Sharma talks about the inner growth, in connection with philosophy of life. He says, every event in life has some purpose and every setback its lesson. Here he also mentions that, any kind of failure, which may be personal, professional it’s only for personal growth, expansion. The world is full of knowledge and when one realizes this, he can measure where he is? The philosophy of life is not intended to teach you about worldly possession rather
than it teaches you about spiritual investment. Robin Sharma puts his philosophy about life investment and he says, spiritual investment is the best investment in a life.

*One month seems like a long time.*

*Six hundred and seventy-two hours of inner work to profoundly improve every waking moment of the rest of your life is quite a bargain, don't you think? Investing in yourself is the best investment you will ever make. It will not only improve your life, it will improve the lives of all those around you.* (The Monk, 2009:35)

The spiritual train never runs on materialist track. For better understanding, the role of mind can change your life. It has been described in the book *The Monk Who Sold His Ferrari* as a garden. A symbolic meaning of garden a place where everyone feels relaxed, a garden where you get greenery, appealing fragrance of flowers, cooling breeze and most important tranquility. Robin Sharma used the garden as mind and he says with the connection:

*The garden is a symbol for the mind,*" said Julian. "If you care for your mind, if you nurture it and if you cultivate it just like a fertile, rich garden, it will blossom far beyond your expectations. But if you let the weeds take root, lasting peace of mind and deep inner harmony will always elude you.* (The Monk, 2009:41)

Furthermore he talks about how to maintain garden of your mind. In our mind garden we should sow beautiful thoughts, we
should not throw toxic waste which will lose the fertility of mind
garden. Here Robin Sharma uses the word toxic in the context of
negative thoughts. We should not think negative, we should not care
about unnecessary things. We should not watch, listen and read bad
things which effect our mind. Sharma then talks about the worry
which affect the mind. *Worry drains the mind of much of its power and,
sooner or later, it injures the soul* (*The Monk, 2009*:42). The way Robin
Sharma presented mind as garden and the spiritual path is
marvelous. Those people who think the same things every day,
among them most of the thoughts are negative which makes bad
mental habits. To remove such habits people should start to beautify
their mind garden.

As a writer, Robin Sharma has multi perspective aspects
towards each and every thing. Today world is running behind
money, self-esteem, luxurious life, assets. When such things won’t
be grabbed then it suffers a lot. People just run for what they don’t
have, rather than what they actually needed. They are never ever
satisfied with what they possess. Therefore, Robin Sharma speaks
about the negative thinking tendency of the people.

*So it's like that old adage about seeing the cup as half full
rather than half empty?* (*The Monk, 2009*:46)
In the book *The Monk Who Sold His Ferrari* Robin explains Julian Mantle’ chasing for big pleasure of materialism. Robin Sharma says, the protagonist is busy in chasing the pleasure of life. He never has looked towards the small pleasures which meant lots, he never has read great books and learned to appreciate. It is just chasing with the pleasure of materialism. To improve life with the real pleasure of life, one has to focus a day that will change quality of life. The mind should be very strong and more disciplined to do some good in life. Robin compares thought as a part of the material world.

*Thoughts are just as much a part of the material world as the lake you swim in or the street you walk on. Weak minds lead to weak actions. A strong, disciplined mind, which anyone can cultivate through daily practice, can achieve miracles. (The Monk, 2009:63)*

The importance of time in human life development is very meaningful, because in life one can achieve what he had but you cannot recover the time. A material thing may be regained in the future but you may not regain that contemporary time by anyway. Therefore, *My cup is still empty.* *(The Monk, 2009:89)* Robin Sharma says, don’t waste your time for others dream. As Robin Sharma speaks about half full and half empty cup. Whereas, he talks about total empty cup, which is symbolized mind. To gain new idea, good
knowledge one has to remove old toxic waste and new ideologies that help to change human life.

Happiness never realize the true happiness but a suffering realize happiness. It would be contradictory but suffering realizes the true happiness. Because, the value of happiness only can realize by experience of suffering.

_Happiness comes through good judgment, good judgment comes through experience, and experience comes through bad judgment._ (The Monk, 2009:125)

Robin Sharma in the book _The Monk Who Sold His Ferrari_ Julian Mantle was teaching the virtues of life. Meanwhile, Julian speaks about materialism and its impact on his life. He says, I had been a millionaire many times, he told himself that success to him meant having three hundred million dollars in his bank account. But Robin shows the inner suffering of men who had three hundred million dollars in his bank yet he is not satisfied with life. It shows his greed towards materialism. For better explanation he explains the story of King Midas, a king who wishes God that to whatever he touches would turn into gold. Due to his greed he could not eat, because his food had turned in to gold when he touched it. Therefore, the greediness towards materialism makes human being unhappy.
Philosophy of life always teaches everyone about quality of life. We just live quantities of life; 60, 70, 80… years but how we lived? Just we lived.

*When all is said and done, no matter what you have achieved, no matter how many summer homes you own, no matter how many cars sit in your driveway, the quality of your life will come down to the quality of your contribution.* (The Monk, 2009: 174)

Even more in Buddhism the philosophy for a happy life is stated that a monk has to cut off his family encumbrances and obligations. It is the incumbent duty of a householder to fulfill the necessary duties for family life. But while the earning material for family needs…

*Buddha’s advices the laity to work hard to gain material development, whereas his advice to the renounced ones is to strive to gain spiritual progress.* (Beyond, 2009:04)

In *The Monk Who Sold His Ferrari* Robin Sharma talks about the aim of life. He says, enjoy what you do, what you get, seize the moment. Live your life happily and never ever forget about family, because he says, there are so many people who have big houses, huge assets but are still unhappy.

*The size of your bank account and the size of your house have nothing to do with living life with a sense of joy and wonder.*
This world is full of unhappy millionaires. (The Monk, 2009:189)

*Family Wisdom* is a book about human priorities, about a wisdom which teaches you the meaning of family life. Today’s world is full of materialist things. Everyone need their own assets while earning property, they are simply ignoring towards family life. Family life in their priority list is on the bottom place. There is no free and healthy conversation between the family members. The above book of Robin Sharma attempts to teach how to be a good husband, wife, father, and mother in the possessive world.

Robin Sharma explains in his own style about the value of action and deeds. Whatever, a man does, whether it is a collection of money or material things. It would not be counted at last. The only thing he can leave behind that remains which is touched and left some good thoughts.

*I’ve learned that what really counts in life, in the end, is not how many toys we have collected or how much money we’ve accumulated, but how many of our talents we have liberated and used for a purpose that adds value to this world. What truly matter most are the lives we have touched and the legacy that we have left.* (Family, 2009:01)

The way human being lives their life, and the world gives the same return from life. The way Robin Sharma speaks about the
chasing and its impact on inner world is devastating. Here he says, a man may achieve success in the outer world but he would not be happy from the inner side, unless and until he stops chasing the worldly pleasure. The value of the physical world is zero at last, but the value of a spiritual world counts forever.

Buddha never had forced either householder or the monk to have only material possession, while fulfilling basic needs of householder should go for spiritual progress which would enhance their life. The utilization of money and wealth are very important things in human life. As per Buddhist philosophy, proper utilization of wealth for good purpose is necessary. This means the proper handling of one’s economy, spending it wisely on the duties enunciated in the said Sutta. According to Buddhism it is not the magnitude of one’s material possessions that is of importance. In general human desire is insatiable. The Dhammapada says that one is not satisfied even with a shower of gold coins. The highest wealth according to Buddhism therefore, is contentment.

The way people chase big pleasures and miss micro joys that weave themselves in the family life. In the book *Family Wisdom* Catherine evokes her reality in front of the reader that she is a
successful lady in the outer world but still she is unsuccessful from her inner world.

I had been so busy striving. I had missed out on living. I was so busy chasing life’s big pleasure that I had missed out on the little ones, those micro joys that weave themselves in and out of our lives on a daily basis but often go unnoticed. My days were overscheduled, my mind was overworked and my spirit was underfed. To be honest with you, my life reflected outward success but was completely bankrupt in terms of inner significance. (Family, 2009:02)

As it has been discussed Robin Sharma is a writer with a multi-perspective. He learned the psychology ‘chasing human being’. The main problem he has discovered behind chasing material world. The only virus which, intended for them is ‘desire’. Everyone who just desire to be rich, desire to have big mansion, desire to have Tropical Island, desire all worldly pleasure. Therefore, to get such mortal pleasure the chase goes on day and night, and forgets about their personal life, family life. Just they hunted ‘desire’.

The opulent summer home in the Hamptons and perhaps that spectacular ski chalet in France. We all wanted to be famous, admired and honored. We all wanted to be filthy rich. And, most of all, we all wanted to be wanted. (Family, 2009:03)

In the book Family Wisdom Catherine who is a very successful lady CEO of BraveLife.Com but in her own personal life,
she is just a member of her family. Due to heavy work and never lasting dreams, she cannot go home, to share some moments with her family. Therefore, Catherine says, that her needs and desires are different than her husband from life. Her choices are dealing with the physical world and with luxurious life. Whereas her husband’s choices are nature loving and art caring.

_He loved nature and the great outdoors, and I loved glitzy restaurants and high-brow fashion shows. He collected great books and enjoyed carving wood on the backyard patio, while I collected great wines and appreciated fine art. But I must tell you that it was not our differences that led to our less than-ideal marriage. The real problem was that I was never home to be with my husband._ (Family, 2009:06)

Catherine tells her story to the reader that how she has tried to make her plan to enjoy the life with her family and it becomes a plan for history. Here, Robin Sharma speaks about his own concept that, merely a planning won’t work. It is just daydreaming and that she will go next year to spend time with children, laugh more, love more, read great literature, build good friendships. But Robin Says, what you plan for future do it now, take action over it. Start your life living by design rather than default.

In _Family Wisdom_ Robin speaks about Catherin’s life style what kind of luxurious life she used to live, first class journey by air
with a good glass of wine. While going on such business journey, one day her plane crashed, and at that moment she remembered her family; her son Porter and his smiling face, Jon her husband and giggling Sarita her daughter.

Here, Robin evokes the reality of life, when life came to an end at that time people realize what they will miss, in such moment people would not think about money, their status, luxurious life, and about their fame. They just think about their families:

“My heart sank as an image of Porter’s smiling face danced across the picture screen of my mind. I remembered his first words and this great little boy’s first steps. I saw him laughing in the threehouse Jon had built for him in our backyards, munching on a carrot dipped in peanut butter, a snack he told us would make him into a superhero when he grew older. I saw a giggling Sarita jumping up and down on her bed and singing nursery rhymes at the top of her lungs. (Family, 2009: 12)

In *Family Wisdom* Julian Mantle, a transformed spiritual monk teaches life transforming fact to her sister Catherine. In one incident he explains that things and thoughts have a lot of difference. Things are connected in a material world, whereas thoughts are connected with the spiritual world. Robin Sharma gives clear idea about these two worlds. Human beings always think that when he gets ‘something’ they should get happiness.
Possession of material things does not mean that person is happy in life. Always it has been said, if we get a big promotion, new job or more fun in life then we will get pleasure from life and never lasting happiness. But it would not happen because as Robin Sharma explains, the true happiness never lies in the material pleasure. It is up to our mind:

_Happiness does not arrive when you achieve certain things. It comes when you think certain thoughts. Happiness is nothing more than a state of mind that you create by the way that you process and interpret the events of your life._

*(Family, 2009: 41)*

Therefore, money is not a matter of chasing neither it is the goal of life. The real happiness lies in helping other people. The more you give to others, the more you will ultimately receive yourself. There are so many people who live their life by default, they do not think about their family. They are just running behind their work, there is no rejoicing in their life while coming home. They just come to home with grief and sleep without having any conversation with family members.

Buddhism speaks prominently about materialism for human development. As per the Buddhist philosophy of life material possession is the need of human being but Buddhism makes two groups; householders (gihi) and renounced ones (Pabbajita).
Householders’ mode of life with possession of numerous things and objects necessary to the household life is really an encumbrance; wife, children, slaves and servants, goats and sheep, fowls and pigs, elephants, cattle, horses, mares, gold and silver are all listed as objects of attachments. Thus, it is natural to find, when looked at from this perspective of renunciation, household life is considered at the very outset as full of encumbrances when compared to the life of a ‘bhikkhu’.

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\text{The life of ‘bhikkhu’ is simple with limited needs like food, clothes, shelter and medicine. Thus, the aim of the monks was the attainment of freedom from dukkha. Therefore, in their life material development did not find any role to play. (Beyond, 2009: 01)}
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Human beings work for family and to provide all the good things in life, therefore, one does hard work longer and harder:

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\text{By the end of the day, they drive home in their grief containers, crawl into their homes, grunt at their families and drift off to sleep in their Laz-E-Boys. (Family, 2009:62)}
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As per Sri Sri Ravi Shankar’s views on materialism in his book *Spirituality*, he answered when asked a question by people: *if matter and spirit are one, can one not become spiritual by being materialistic?* And Sri Sri answered beautifully:
food and water are both made up of atoms, but you need both food and water. You can’t say that since everything is made up only of atoms, I will have only food or water. (Spirituality, 2008:49)

Sharma helps here on such problem which makes people unsatisfied. He gives importance to the nature. Nature is friend of human being and it gives immense pleasure. In Family Wisdom Julian Mantle advises his sister about flower and its impact on the home environment. Placing few flowers at home can give the effect of peace of tranquility. As Julian has visited India whereas he visited Sages of Sivana who has given a lot of importance to the nature and flowers. Their homes are decorated with beautiful flowers, it adds color to home. It connects to the simple pleasure of life.

For about $3.49, you can walk out of any grocery store with a bouquet of flowers that will have a million-dollar effect on your home environment. (Family, 2009: 91)

Thus, Robin wants to convey his message about nature is very clear, he says, your environment shapes your thinking, One’s positive think can transform them from worse to better. To be a good man one has to be very rich by heart, a helping nature is always remembered whereas ruining nature is always ignored. It has been seen, rich people have always poor heart, they don’t believe in help,
they just yelp to another. Robin Sharma use Emerson quotation: 

*Without the rich heart, wealth is an ugly beggar. (Family, 2009:130)*

Julian Mantle in *Family Wisdom* spiritually answers the question of real happiness lies doing more to life. Here he gives a very good example of peeling back the layers of the onion. Onion as a human being at the center rests our highest selves that we truly are. Having the right cars, houses and clothes are completely meaningless if you could not understand your true inner world, Robin says, stop to get more in life, attempt to be more to life. Happiness lies in everyone’s life, it does not need any kind of material possession.

*Family Wisdom* also speaks about the utilization of money and legacy for another. When Julian Mantle said to Catherine to come for documentary on a special woman Oseola McCarty, a woman who was born poor, lived her life in a small house and worked for people. She washed other people’s clothes. She never wishes to have big things in life, never had a drive and most importantly she never got married. She lived her life very simple, whatever amount she earned through her hard work she used to put her money in bank daily. At the age of 87, when she visited her bank, at that time the banker asked her whether she had an idea how
much money she had accumulated as a result of her daily collection of her hard work. It was a huge amount, when he said, what you will do with this amount. Then she beautifully distributes the amount in three parts; one goes to church, another goes to her loved nieces and nephews and last share she gave to the university for the poor student. The $150,000 amount request that it be used to set up a scholarship fund to help poor students to fulfill their dreams. Robin Sharma superbly designs the story to tell acquiring the wealth is not meant to others but to donate the wealth is mean for all. Oseola left the world but she left a legacy for poor students not only in form of amount but in the form of love, blessing. Therefore, the book *Family Wisdom* talks about:

> The size of your bank account and the size of your house have nothing to do with living life with a sense of joy and wonder. This world is full of unhappy millionaires. (*The Monk*, 2009:189)

In the spirituals way when we think about *Discover Your Destiny* is the book about ‘in search of reality’. Robin Sharma’s his ideology about the destiny is itself a solution for real search. As per Robin Sharma’s view there is a fruitful destiny for each and everyone, just need to discover it. In the book *Discover Your Destiny* the main character Dar Sanderson is a international hotel
entrepreneur and divorced father of three. Dar had just dreamt to have all the luxurious possessions, and he achieved what he had dreamed. Still he could not understand that he is chasing behind the material world.

He simply ignored his family life, due to his heavy schedule he could not manage to chat with his family. Late night coming and early morning exit becomes daily routine. He was just a father who shows his existence for a few moments to his children. The impact of his packed scheduled and not caring for family, his wife left him with the children. Robin Sharma beautifully shows how man chases the worldly pleasures but on the other hand he loses his closer one. He loses the micro joys of life.

*Then, one day, my entire world fell apart. I arrived home late after a business dinner with the vendor of a property I was interested in buying. Rachel usually left a few lights on for me but, on this night, the house was completely dark... I walked inside and turned on the lights in the entrance hall and the kitchen. Only silence greeted me. But on the kitchen table was a note in Rachel’s familiar handwriting. It reads: Dar, I’ve taken the kids to my mother’s place. I do not love you anymore. I’m sorry. My lawyer will call you in the morning.*

*(Discover, 2009:12)*

Even more, addition to this, Robin says, surely money is the priority of life but we blindly place this priority at top position.
Money is a medium, which enhance human life, money is a thing which add a scolor in life but usually we forget where to place this priority. There are few important priorities which should be placed before wealth.

*It's actually a wonderful thing that brings much happiness and does much good if properly handled. Making money is great and it should be one of your priorities if you desire to live a beautiful life. (Discover, 2009:66)*

Moreover, he speaks about the money and its utilization. Our society has learned and forces us to chase money. Economic wealth is the only type of wealth we should chase. Robin Sharma denies this aspect of society. He says, money is only by product of adding value and doing well for others. Focus on being great what you do and just dedicate yourself to offering others all you can make their lives better. Robin Sharma’s perspective is very crystal clear about money.

*Money has been the unintended yet an inevitable byproduct of a life spent helping others get what they want. Money is nothing more than payment rendered by the universe in return for the value you have added to others. As you sow, so shall you reap. (Discover, 2009: 67)*

Money may not develop your thoughts but your thoughts would develop your great mind. Just earning and acquiring
enormous wealth would not give you satisfaction. When you will be on deathbed, Robin says, no one wishes they had more money in their bank accounts or a bigger car sitting in the driveway, rather than in last few breaths, we wish that we had lived a life that was courageous, authentic and highly loving. This will definitely satisfy on deathbed.

Robin Sharma in Daily Inspiration talks about accumulation of object. The real issue of human suffering is having material possession and still chasing for peace of mind. Deep fulfillment in life does not come from acquiring money and wealth but from actualizing ourselves. Accumulation object is not wrong thing but to making it life’s purpose is a wrong thing.

*material pursuits shouldn’t be the main purpose that drives your days. If it is, if you sacrifice time with your family and time developing yourself for time spent chasing objects, one day you will end up in a very sad state.* (Daily, 2009:48)

Robin always has given priorities to health and character because as a old proverb, when wealth is lost, nothing is lost. When health is lost, something is lost. When character is lost, all things are lost. Therefore, Robin Sharma says, respect your body, go to the gym, workout daily and earn health rather than accumulating wealth. Enrich your character and live quality of life.
Exercise is must in life, people should do as daily practices which they do every day; brush, bath, meal etc. A person who doesn’t make time for exercise must eventually make time for illness. Good health is true wealth. What’s the point of being the richest person in the graveyard? (Daily, 2009:89)

The philosophy of life never demands for any possession, it is just working as giving hand rather than taking. Negative thoughts would not afford the luxury of even single negative thoughts. A worrisome thought is like an embryo: it starts off small but grows and grows. Soon it takes on a life of its own. Stop feeding what doesn’t serve you. Therefore, people have to self-examine, because it is the first step to personal greatness.

When Buddhism puts his philosophy of materialism and spiritualism, it compares with each other. Materialisms refers to the doctrine that nothing exists, expects matters, its movements and modifications. It holds that mind, consciousness, will etc. are all dependent, a material factor. The practice founded on this philosophy lays more emphasis on material possession and enjoyment of them, experience as much sensory comfort and indulgence possible. It hardly pays attention to spiritualism, and consequently denies the efficacy of ethics and morals. Spiritualism
as a philosophy refers to the doctrine that the spirit exists as distinct from matter, and that spirit is the only reality as opposed to materialism, spiritualism in concerned with the ‘spirit’ that is said to reside in the body. *The practice advocated in spiritualism is to give pain to the body and release the ‘spirit’ that is imprisoned within it.* (Beyond, 2009:02)

Robin Sharma very clinically analyses the relation between money and mind. He says, when the human being chases money he gets it, then he feels happy; or on the other hand, if he loses then he felt sad. To laugh or cry depends upon money. Therefore, Robin asks a question, really money is so much important in human life? This forces to change our attitude drastically. Here he clarifies it, money does not have any kind of force or energy which can change the human attitude in minutes. But it is human who has power, which can make heaven into hell, or hell into heaven. Therefore, it is all about the external world and internal world, mind and material world; if the material world is powerful than mind then material world conquer but if the mind is more powerful than material world then it loses.

*The mind craves external power, the kind based on worldly—rather than inner—things such as money, position and possessions. The problem with external power is that it is*
fleeting: when you lose that money, position and possessions, you lose that power. If you have tied your identity to those things, you will also lose a sense of who you are when they fall away. The only power worth anything is authentic power—that which comes from within. (Daily, 2009:30)

Robin Sharma in *Daily Inspiration* talks about human height for everything. He said, human being conquered the highest of mountains but have yet to master theirselves. We have taller building but shorter tempers, more possessions but less happers, fuller minds but emptier lives. Do not wait until you are on your deathbed to realize the meaning of life and the precious role have to play within it. Therefore, material pursuits should not be the main intention of life that drives your days. To be a good leader human beings should have the attitude of commending them rather than condemning them.

Robin Sharma in *Greatness Guide* explains the true utilization of your wealth for good purpose. He said, reading good books are very fruitful for the human mind because it helps to cultivate their minds. Books are the only better way to acquire knowledge of imminent and scholar personalities. Here it said, books and friends should be selected, rather than it waste your time if is more and useless. To spend money on other things; food, cloths, luxurious items should cut off and purchase good books.
Reading a book by someone you respect allows their brilliance rub off on you. The overall impact of reading gives a new way of life. Therefore, Robin says, cut back your rent, or cut back what you spend on the pleasurable things and invest money on good books.

While speaking in the context, Robin Sharma says, when he will die, his children will get greatest gift from him that is his library, it just legacy for them, rather than having huge property as a heritage. Therefore, utilization of your wealth should be in a proper way.

Robin Sharma clears his views in *Greatness Guide* about possession of material things. He said, he is not against the material things. It was his messages that drive a BMW, wear Prada, stay at the Four Seasons and earned a ton of money, if these are things that makes you happy then do it. Robin agrees that life is full of material pleasure that really do make the journey more delightful even more, he clears while enjoying this material possession, people should feel guilty but the most important thing that people should take care of while enjoying such things. They should not forget about those basic but beautiful treasures to be loved along the way. Like deep human connections, realizing your best through fulfilling work, exploring
the world and experiencing the glory of nature—like a sensational sunset that fills your soul or a full moon set against a star-filled sky. The good pleasure of life is with simple things. To enrich your life, just feel these little simple pleasures of life.

*In this age of wanting more, needing more and having more, it was so refreshing to hear someone speak of the simple pleasures of life. (The Greatness, 2009:16)*

Even in the Buddhism, philosophy does not go against material possession but it gives some kind of limitations while giving its bias. This is especially so with regard to householders living in the society. If this basic need is not met with there is no possibility of his inclining towards spiritual development.

*Some level of material well being is necessary for one to first assure one’s subsistence, and it is only thus that one could direct his mind towards religious practice and spiritual development. (Beyond, 2009:03)*

Robin Sharma goes beyond to explain about leadership, he explains it is a philosophy, it is an attitude it’s a state of mind. It’s a way of operating and it’s available to each of us. Leadership does not only mean, a man who controls thousands of people with his speech and power. Leadership is a philosophy which is found in every one of us. If you think that, you are small, cannot do the thing, then Robin Sharma advice makes you laugh as well as it makes you
realize the impact of being small. He says, if you think that you are small to have an impact, try going to bed with a mosquito in the room. Hence, a small mosquito can realize you his existence.

Though Robin Sharma is not against for material possession but the way he talks about material acquired, it shows his perspective towards physical world. A man who earns lots of wealth for his luxurious lifestyle, forget to live his life. When death comes, it does not look whether a man is poor or rich. It takes you out, but when it takes you that time you left other two things. One huge property and second your glorious life. Therefore, Robin says, live your life like crazy, enjoy it. It does not mean you have or you have not that all things which you dreamed but you have a beautiful life to enjoy, having fun. It is very well said by Robin in *Greatness Guide*:

> At the end, the billionaire gets buried next to the street sweeper. We all end up as dust. So let’s have some fun. (The Greatness, 2009:142)

Self-motivation is the purpose of Robin Sharma’s writing. Therefore, to explain the importance of time, he gave the example of Steve Jobs, a man of innovation, creativity and super brain behind iPad. He used to say, every moment of life is important; live it, do not leave it. He taught people to tell, ‘what would I do if this was the
last night of my life’. Moreover, Robin says, if we do good work, good job, where we are. Do not think about what will happen, just give your best. Do well and leave behind a virtue that the strong of time can never destroy.

As keen observer of life, Robin gives a very beautiful perspective towards simple things a life; sunset, sunrise, mountains etc. more importantly in front of wealth. Material possession doesn’t bring lasting happiness (The Greatness, 2009: 181) It can only make you smile for a while but small pleasure of life can give you true happiness.

He says, about quality and price. When quality is remembered long after price is forgotten. Therefore, price is always meaningless in front of quality. Every human being is born on this earth with nothing. He or she creates his or her identify, as it depends on how you lived your life, rather than how much you loved. Quantity does not matter, quality always remembered.

_I came into this world with nothing, and all I’m going to leave with is my conscience._ (The Greatness, 2009:210)

In the book _Who Will Cry When You Die?_ Robin Sharma has created two worlds; material and spiritual. The symbolical meaning of the title represents the ideology behind material and spiritual world. There are two things in the title, first if the person lived his
life fully in the spiritual path, enjoyed small pleasures of life, collected micro joys. Then there will have crowds of people who can cry for him.

On the other hand, if a person does not live his life on a spiritual path and never had grabbed small pleasures of life. Just run behind the material world. Never has greeted anyone, such person would not be remembered and people will not cry for such people.

In the beginning of this book, he talks about today's condition of human being. No one is interested to have chat with each other, no one has time for their family, friends and relatives. Though we have all facilities, in chasing life for physical world we forgot what we have to do.

We can easily put a person on the Moon, but we have trouble walking across the street to meet a new neighbor. We can fire a missile across the world with pinpoint accuracy, but we have trouble keeping a date with our children to go the library. We have e-mail, fax machines and digital phones so that we can stay connected and yet we live in a time where human beings have never been less connected. We have lost touch with our humanity. We have lost touch with our purpose. We have lost sight of the things that matter the most. (Who Will, 2009:01)

Therefore, Robin Sharma says to the reader if you do not act in life, life has a habit of acting on you. People just say, they will
start improving from tomorrow onwards, but the day slips into weeks, the weeks slip into months and the months slip into years. At last all is over. In such condition person can only regret about how he lived his life.

The way people live their life and die. It does not call a life. When people plan their priorities and work on it. They would be successful in life. But if their priorities do not get scheduled into their planner, other people’s priorities will put into their planner.

Sorrow and joy are the zigzag way of life. Some time we are in grief, sorrow and in the next moment we face joy, happiness. Everything has its peak point and down point. When sorrow is at peak point, at the same time joy lies in the bottom. It is like a human leg, when right go to the first step, left on the back foot. It does not mean that right is superior, but in the next moment, right come backward and left goes forward. It is the rule of life.

Robin Sharma says that when such kind of storm of problem comes after the period ends stand you to fight and to be productive.

>You may wallow in your problem and brood over your difficulties. But after that period ends, you must train yourself to leave your troubles behind and do something more productive. (Who Will, 2009:24)
To sustain such problems and to overcome it, it needs lots of mental strength. To get motivational power and strength, Robin says people should read inspirational books of a person who conquer such problem and the storm in their life. Reading good books gives you a new perspective towards life. Greatest people who had left the world, they had depth of knowledge. Which expands the reader’s mind and enhance its power.

Reading the books creates much the same phenomenon. When you expose your mind to the thoughts of the greatest people who have walked this planet before you, your game improves, the depth of your thinking expands and you rise to a whole new level of wisdom. (Who Will, 2009:58)

Book on eminent personalities have always different taste. Their philosophy, ideology is different from common people. They never think about material possession. If they had huge wealth, they could not use it for meaningless purpose. They would defiantly invest their wealth for a noble cause. Such people always admire small joys of life.

Robin Sharma is much more influenced by Mohandas Karmchand Gandhi. Gandhiji’s ideology was very simple. He walked in the way of non-violence. Gandhiji was of good family which was economically sound. That’s why he could manage to go to abroad for education. When he came back, he was like other
common people. But when he got the chance to visit South Africa. In South Africa, he saw saturation and exploitation of the common man for the purpose of material things. He got traumatized by unbelievable condition. When he came back to India, Gandhiji saw thousands and thousands people are living below poverty level and they do not have life’s basic needs; food, clothes and shelter. From such incident, he left his luxurious cloths and wore ‘dhoti’ and ‘Pancha’ forever. He always looked pleased in small things. In his book *My Experiment with Truths* gave an idea about his simple living and high thinking.

Robin Sharma is influenced by M K Gandhi for his enormous contribution to society. In Sharma’s book *Who Will Cry When You Die?* He quotes Gandhiji’s admiration for small things.

> *When I admire the wonder of a sunset or the beauty of the moon, my soul expands in worship of the Creator.* (Who Will, 2009:95)

That’s why Robin opens the door of philosophies of the greatest people to expand the power of mind. The philosophy of life says, to be a good person from various angles of life. One has to look for good health, character and most important to have best environment. If you create a first class environment for your health and to improve your mind power then it is an investment not an
expense. Utilization of money for good purpose never counts for expenses. It is the best investment for beautiful life.

When there will have a good environment, and good books of selected personalities then it does not only enhance your philosophical perspective but also carve quality of life. There are varieties of books with different taste. So Robin says, it is up to the reader, what to swallow and what to digest.

_Some books are to be tasted, others to be swallowed, and some few to be chewed and digested: that is, some books are to be read only in parts, other to be read, but not curiously, and some few books to be read wholly, and with diligence and attention._ (Who Will, 2009:157)

Robin Sharma himself is a fond of reading good books. To make rich life, one has to step up on past mistakes, because mistakes in life are the good guide. Past guide you in the present with the mistakes, which had happened in the past then your life would be as rich and colorful with the mistake of the past.

Robin Sharma in his book _Who Will Cry When You Die?_ Talks about life struggle, time and opportunities. Life does not give anything without hard work. Diamonds are created through steady pressure, to make human being like a diamond one has to go through steady pressure of life. The struggles of life are the pressures which make life shinier like a diamond. _Take too much at a time and it
makes you dopey. You lose time, vitality and opportunities. (Who Will, 2009:167)

Robin Sharma in his book called *Greatness Guide 2* speaks about the importance of leadership and wealth of the family. In every family parent should play the role of good leader so they can manage their home beautifully. By leadership it does not mean to control only, leadership is all about to handle carefully and sense of responsibilities.

Robin Sharma shares his personal experience about his kids. He loves his kids so much. It has seen many times, while reading his books. He talks about the people who visit him in Toronto for their organizational problems. Robin says, he shares more time with his kids, he knows very well, what his kid needs? Many people missed their kid’s childhoods, because such parents keep themselves busy in their business, chasing behind earning huge money, promotion. For such people Robin says:

*Money is not the most important form of wealth*

*(G Guide2, 2009:96)*

Instead chasing for wealthy parents should choose for their kids love, participate in their innocent actions, and give them joy,
happiness. Such sharing of emotions makes solid bondage between kids and parents, and it is more than wealth.

Robin Sharma is perfectly a leadership guru. Though he never admires himself as a guru and considers himself as a common man. He learns how to be great in business and in personal life. He says, mere collection of money from the customer should not be the aim of any businessman.

To grow any business one has to be openhearted for their customer. Robin beautifully says, ‘before anyone touches your hand, you should touch their hearts.’ In business it should happen. Money is not all things in a life, there should be a fruitful bondage between customer and organization. It should be emotional engagement with customers. It does not mean to have love with each other but emotional approach makes worse things into good. The visitor should be relaxed by the hospitality.

The main competition is not for “share of wallet.” No. It’s for a share of your customers’ hearts. (G Guide2, 2009:133)

Knowledge and wealth are the two things which cannot be compared. An earned huge wealth may lose, but learned knowledge cannot lose. In the Leadership Wisdom, Robin Sharma introduces a character who was wise and intelligent. He started his career at the age of twenty three. One day when he was fired from the post and
job of vice-president of Digitech Software Company, at that time he became a man without a future. But the way Robin Sharma motivates his character is unbelievable.

No matter whatever happens to you, Peter, no one will ever be able to take away your education. Knowledge will always be your best friend, no matter where you go or what you do. (Leadership, 2009:02)

Julian Mantle visited Peter Franklin at the time when his company GlobalView software solution was running in bad condition. Peter Franklin became trustless for his employee. Day by day his company was going into a worse condition. Julian Mantle visits him to enhance his company progress. He shares eight rituals with Peter Franklin. In the first ritual, link paycheck to purpose. Julian Mantle asks what your corporate statement is, then Peter Franklin explains his company statement: To be the preferred supplier of our customers, to create high quality products and grow into a five-billion dollar company within five years.

Julian Mantle then explains the failure behind his software company. He says, mission does not inspire people to give their best to the company. There is no such reason to get out of bed every morning? There is no reliable compelling cause. Therefore, it has no emotional impact on the average person in the organization. Robin
Sharma has a tendency to deal with the leadership. Therefore, he gives an explanation through Julian Mantle’s mouth. He says your software company deals with software which helps to doctors and nurses in the monitoring of critical patients. Julian calls this act of compelling case, and he explains GlobalView generating revenue through the saving millions of lives.

Therefore, Julian Mantle modifies his mission for GlobalView is passionately committed to saving the lives of men, women, and children by providing our respected customers with cutting-edge, high value software that allows them to brilliantly serve their patients needs. Our five year goal is to save the lives of over five million people and make a significant and lasting impact on the healthcare industry.

Robin Sharma beautifully did amendment in the mission of GlobalView Software Solution. The first mission was dealing with the development of company and the most important; Peter set a target to earn five billion dollars in five years which does not work. Whereas, Julian suggested the mission should be for the lives of people and show your employee it is all about human life care. The target of new mission should be to save life of five-million people in
five years. This is the compiling cause for the employee, which force them to work for organization with full spirit.

In the Leadership Wisdom when Peter asked to Julian Mantle about Ferrari that time Julian answered, his red shiny Ferrari days are over, here Robin Sharma convey the message that Julian himself disconnect from material possession. A man who had seven figure income, private jet, tropical island, beautiful home new celebrities and status symbol shiny red Ferrari. And that man now transformed in living a simple life, because he knows the truth of life and real goal of life. His intention is not to chase for wealth but to walk in transforming others life.

No, Peter. My Ferrari days are over. I’ve become a simple man bearing the simple truths that our world needs to hear. I promised Yogi Raman and the other sages I would spend the rest of my life sharing their leadership wisdom with those who need to hear it. (Leadership, 2009:76)

In the book The Dawn, it explains spiritual progress with material progress. The writer talks about the old civilization as far as past civilization is concerned they are now all broken up. All the nations of antiquity have been destroyed by social catastrophes.

Take the civilization of ancient Persia, of Babylon, of Egypt, of Greece and Rome, it finds in every one of them a magnificent material civilization and partly a very settled social order ‘material prosperity was not the only idea. There
was a certain amount of spiritual truth woven into it, but not in sufficient quality to preserve it. (The Dawn, 2001:22)

In the last rituals of *Leadership Wisdom* Robin Sharma talks about the philosophy of life and affect of materialism. Julian Mantle while explaining last rites, link leadership to legacy for better explanation he tell a story of Ivan Ilych, a highly materialistic social climber that was more concerned about appearing successful than doing right. As a young man, he married, not because he loved and cherished his wife, but because high society approved of the match. He then had a number of kids, not because he wanted to have children but because that was what was expected of him. Rather than spending time with his family and bulging a rich home life, he devoted almost all his time to his work, becoming obsessed with his public persona as a top-level government lawyer.

He felt very proud of it and began to devote much of his time to furnish the home with expensive antiques and fashionable furniture. One day, when he was climbing a stepladder to show an upholsterer how he wanted a set of draperies hung, he fell and hurt his side. After the fall he felt different and grew ill-tempered, often lashing out at his wife for the smallest transgression. When doctor revealed that he was seriously ill and thinking of death he become more sick. At last he questioned himself ‘What if my whole life had
really been wrong? At the last time of his life he understand life is a gift. At last two hours before his death his son sits beside him and when Ivan put a frail hand on the boy’s head as the child began to cry, at the moment, a timeless truth was revealed to Ivan. It was still not too late to rectify his failure. He realized that his duty was to serve all those around him and to enrich their lives in any way possible. He understood that the purpose of life was to make a difference through one’s presence. If even one life was left a little better, it would have been worth living. So as his final act, he requested that his son leaves the room so he would not have to endure any more of his father’s suffering. Then he closed his eyes and died.

Robin Sharma nicely explains that it was never too late to do what is right and live life fully. Your legacy must be so much more than that. Your legacy will ultimately be a manifestation of the reflection of the person you now are and the person you aim to be. Leaving a legacy is not about impressing your friends or reaching the top.

_In materialism, man can be known or described by only matter, whereas in spiritualism, man does not consist of only matter. (Atheisme, 01)_
In all Robin Sharma’s works, he wants to explain at last of life greed of materialism loses but humanity and spirituality lives forever.
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