

The banner features the 'play to potential' logo on the left. To its right are contact details: a WhatsApp icon with '+91 85914 52129*', a Twitter icon with '@PlayToPotential', and a globe icon with 'playtopotential.com'. Further right, under the heading 'Also available on:', are icons for Spotify, Apple Podcasts, and Google Podcasts. On the far right is a portrait of the host, Deepak Jayaraman, with the text 'Podcast Host' and his name 'Deepak Jayaraman' in a red box below. A small disclaimer at the bottom left reads: '*Just send us a Whatsapp with your name, number and email and we will add you to our distribution list.'

Context to the nugget conversation

Rajiv interprets the term “Play to Potential” and shares his perspectives on how we should think about the full human potential and not just limit this conversation to unlocking professional potential.

Transcription

Deepak Jayaraman (DJ): Lovely. Rajiv, this podcast is titled Play to Potential. One question that I ask all the guests is what that phrase means to them.

Rajiv Vij (RV): Hmm, interesting, yeah. Firstly, I want to compliment you, Deepak, on the quality of your podcasts, I mean you are doing a wonderful work with it, and most importantly, it is impacting so many lives and helping so many people, so hats off to you to put in the energy on such a voluntary basis towards this and to persevere with this passion of yours. So, it says a lot about who you are and what you value in life, so my heartiest congratulations on that.

DJ: Thank you.

RV: Play to Potential, for me, the typical dichotomy that I have seen in myself or with clients or other leaders and people is, particularly in the professional life, is people get caught up with the idea of exploring professional potential. It is all about, you know, I want to do this because what if I have the potential to generate this business, what if I have the potential to run whole of Asia, what if I have, so there is all of that. It is very focused on professional potential and there is nothing wrong with that by itself, however, where it gets in the way is, we confuse that with our life potential, with our human potential, what is this human life about and what is possible in human life, what is even the purpose of human life, and in that, is simply pursuing professional potential and professional success the only thing that matters or is there something bigger and larger than that? You know, what about as we were talking about, our own, this work on self-realization, on self-actualization, the work on becoming more self-aware, the work on deepening the quality of unconditional love we have for others, at the least with our family members. We say we want to love them unconditionally, but do we love our family members unconditionally. And how do we value the progress on that versus growing my business 2x, like who has decided what is more important, or whether we have the gumption and the courage to pursue our life purpose, what is the value attached to that, or our spiritual growth, or self-responsibility, or contribution to society, or climate change, or whatever it may be. So, to me, the whole thing is, if we could only step back and simply determine what is the human life about and what is possible and what, I mean again, I may be sounding a bit more spiritual here, what did we choose to take birth on this planet for, what is it that we wanted to really explore about ourselves, what are the things we needed to learn in this lifetime to grow as that eternal soul.

So those are the questions that come to my mind when you talk of Play to Potential, and looking at our own selves in multiple dimensions and multiple pieces or aspects of our being.

DJ: Hmm, so powerful, Rajiv. And if I may stick with it for a couple of minutes, one thing I notice is that when it comes to unlocking professional potential, there is often very visible metrics and we often get into this mode of managing what we measure, and when it comes to some of the other elements of life, it is quite intangible and often not very easy to measure. So, what is your advice to people on ensuring that the measurability does not come in the way of focusing on what matters?

RV: Yeah, again great point. Yeah, we do, I mean, particularly achievement-oriented people do gravitate to aspects of our life where progress is very measurable, professional success easily being one of the top things there or even money or house or whatever. The thing is that, so besides the measurability, the other aspect of this is the external and internal yardsticks. So again, when we do not have internal yardsticks, when we do not know ourselves very well, see, unless we have a deep awareness of ourselves, we easily fall prey to what is popular around us, whatever the society is telling us is important. So, if we have deep self-awareness and we have clarity of our own purpose of what we think life should be about and what do I want my life to be about, and as long as I have my yardsticks on that, firstly, if you are internally focused on what is deeply important to you, I would say do not even worry about measurement. It is like, how shall I say, you know, I find direction is more important than distance. So the example of golf, you know, as an amateur when you start golf, and I am an amateur too, when you start golf, you get so excited when you can hit that driver 200 meters or whatever, it is just a thrill you get, and then you get caught up in how far am I hitting this driver, or in tennis, how fast am I hitting that serve and so forth, but the fact is that as an amateur, as much as you are focused on that distance on trying to drive that ball further, you do at least one third of the time, if not more, end up in some hazard in the sand bunker or water or some trees or something else. As you become little more experienced about it, you realize that actually the most fulfilling part of golf is to learn to be mindful, to be present, to open possibilities, etc., etc., and for whatever it is worth, the score at the end of the day comes not from hitting the ball harder or further, it comes from hitting the ball straighter. If you can be on the fairway all along, you are just going to have a better score. It is as simple as that. So, direction is, and as in golf so in life, direction is more important than distance. So, if we are attuned to our inner being, are deeply self-aware of who we are, what we want our life to be about and follow our own life purpose and commit to it, etc., etc., the distance will not matter at all, it is just going to be so fulfilling already. And then if you want to put some markers, put holistic markers across all dimensions of your life, whatever you value, whether it is the love in your family, to the deep friendships you have, to how you want to give back to society, to your own spiritual growth, to your emotional well-being, I mean most of these things are very difficult to measure, but you can put your own personal score card if you like. And you can review it from time to time. But as I said, the most important thing beyond the measure is are you following your life's purpose. If you are doing that, you are already in a very significant minority on the planet.

Reflections from Deepak Jayaraman

DJ: I love what late Clay Christensen says in his book – How will you measure your life. He says that we often end up allocating the marginal unit of time and attention towards things that give us visible short-term rewards and that often leads us to invest into professional pursuits where there is often a very visible cash flow implication or a reputation implication.

Like Rajiv says, resisting that urge and focusing our time and attention on what matters in the long term across the various domains of our lives, I guess, is a pre-requisite for us to play to our full human potential.

End of nugget transcription

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In Summary – Playing to Potential: This playlist captures the essence of what the speaker is trying to say in their conversation. In a way, it captures the key principles with which they have approached life which has brought them to where they are today. They share their perspectives on the mindset we need to adopt as we navigate through life. You can access the playlist [here](#).

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About Deepak Jayaraman

Deepak seeks to unlock the human potential of senior executive's / leadership teams by working with them as an Executive Coach / Sounding Board / Transition Advisor. You can know more about his work [here](#).

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