

Session 5: People Opportunities

Summary:

One startling fact is that we humans have a peculiar aspect to our development - we tend to become who we surround ourselves with. If you take the 5 people closest to you and average them, you get YOURSELF. Whether it's our level of self esteem, or health, or income... this general rule holds true.

If you're going to turn into the people you surround yourself with, then success becomes an "indirect game." It's something you do indirectly through the conditions you set up in your life- for example, who you choose to surround yourself with.

With this program I'm trying not to give you the magic key to success - instead, I'm trying to teach you the critical conditions to look at and consciously put in your life... so that success naturally grows and "emerges" in your future. In this way, success happens automatically, on its own...

This observation - that success is indirect - is true in every area of your life. You're healthy not because you take a magic pill, but because you supply your body with the right raw materials, and exercise, and rest... and then health naturally emerges.

If you have a relationship, you can't just do one thing and have it be successful forever. A healthy relationship is an emergent that comes from many different conditions working together over time.

Success in any area of your life isn't a button you simply press. It's something that's created indirectly by conditions you can create and influence.

Professional success comes from identifying our talent, identifying opportunities, seeing the connection between our talent and the opportunity, developing our talent into a strength, then working with our strength to create massive value. At that point, success comes "automatically." You've set the conditions for success, and now it happens on its own.

During this process, one critical question is "Who do I need to become so I can take advantage of the opportunities, and what people do I need to surround myself with so I become who I want to become?"

Even if you go to a seminar and learn great stuff, if you leave and go back to your same old "reference group," it'll act as a magnet and hold you in the place you were before. And this is one of the toughest things to accept on the road to success. Because it means that some of the people we like and who like us... are actually holding us back, and we'll need to let go of some of them to reach our goals.

One "organic" way to do this is to slowly add 1 new successful person to your reference group every couple of months. You'll wake up in a couple of years with a new, more successful reference group. And the people you love will still be in your life, they'll just be in a different position than they are now.

A more active way to improve the people you hang out with is the idea of a Mastermind - a conscious group of people that choose to become a reference group for each other to help everyone in the group become more successful. Napoleon Hill said that no great success or power is possible without the Mastermind. Yes, it's that important.

If you're not having the success you want in your life, it's almost certain that you're not adding "next level" reference people to your group, and it's almost certain you're not participating in a MasterMind. These aren't the only things you need to do, but I believe they are the highest leverage things you can do. They'll get you 80% there.

Another related idea is the role of a Mentor - someone who is several years ahead of you in the area you want to be successful in, who has entered in a relationship with you based on their enjoyment of helping other high performers reach success, and your dedication to taking what you learn from them and turning it into high performance. Most people who become highly successful want to help other people do it too.

A mentor has a strategic view that you can't imagine. They can see obstacles in your path, your leverage points, etc., that you can't see because you don't have their experience. When you have a mentor, they can give you simple action steps you would have never thought of that can save you months or years of banging your head against the wall.

An initial step in getting a mentor is to create a bigger vision for yourself. Have a vision for how the world can be better from you actualizing your potential. Then go find potential mentors and talk to them about your vision and what you'd like to create. This is what really works to attract a mentor. If, on the other hand, you haven't done some of the work yourself, a great mentor won't be attracted to you. You haven't showed your commitment to your vision though effort yet.

Part of this process is asking your mentor a specific question on how to succeed. Do your own research first, then when you run into a specific question that someone with experience could really answer, reach out to mentors.

Getting a mentor is like getting a date. The first person you reach out to probably won't become a lifelong mentor. Don't get discouraged. Keep trying and reaching out.

I've had the good fortune of meeting some of the wealthiest and most successful people in the world. I've learned to always have 2 or 3 phenomenal questions, ready to go at a moment's notice, because you never know when you're going to see one of these people.

Exercise:

1. Make a list of the peers that you need to add to your reference group. You may know them, or not. They already have the success you'd like to create. Identify 3 people you're going to add to your reference group over the next 3 months. Reach out, ask if they'd have coffee with you, and ask them a few questions.
2. Create your Mastermind of 5-10 very successful people in your industry.
3. Create a list of 3 people you'd like to get as mentors. Your goal is to get 1 of them as your mentor. When they give you advice, do what they say, and report back the results to them. That can really solidify the mentoring relationship.