



EPISODE #8: Getting What You Want

Recorded July 28th, 2020 with Larry Olsen

Introduction

Welcome. I'm Larry Olsen. And what's on your mind? Once set, it delivers your life. To change the outcomes we want, we must change the plays we're running. Join us at Mindset Playbook with real people, real talk, for real insight.

Well, welcome. I'm glad you're here to listen today. We've got some exciting information ahead of us, and I wanna welcome you to the Mindset Playbook where we're gonna get involved in getting into the thinking behind all of these things we see that we sometimes call success, sometimes we call failure, sometimes we call disappointment and sometimes we call it joy. So, there's a multitude of end results as we all know based on our thinking, and that's the real foundation behind all of the interviews that you're gonna be hearing. It's not so much what did they do, but why did they do what they did, and what was the thinking that went on?

So, we're gonna start with a podcast that we heard not too long ago with a guy by the name of Jim Jackson. Now Jim Jackson, one of the things that I found most interesting with him, was his relentless sense of self-confidence. I mean, this guy is so self-confident that there's no room for fear. Now just think about that for a bit. Imagine taking on any new adventure, new job, new relationship whatever it may be, and no doubt comes into play. I, personally, would find that quite challenging because I think that happens too often in a lot of areas in my life. I've got things that I could do to rectify it so that I don't linger there too long, but, let's talk a little more about what, what his approach was.

I met Jim Jackson years and years ago and was taken by his self-confidence right from the start. He was never about 'look at me'. He was always interested in everyone around him, and I think that curiosity of putting the focus on others and not himself was part of the secret behind his self-confidence. Because I think too often, we wonder how we're gonna do and how we're going to show up. Am I gonna come across this way? Geez, I hope that doesn't happen, and we just open the door for more conversation to try to overcome the lack of self-confidence that we think we're facing and we're really not lacking self-confidence. What we're lacking is an understanding of how we think, because we're allowing ourselves to entertain that doubt and that fear.

So in talking with Jim, I asked him, "what do you think the secret is?" And he said, "I have made my mind up about myself." And think about that. To make your mind up about yourself first, because most of us find out what the minds of others are that have been made up about us. Way back in this parenting when we first became aware that there were people other than ourselves in this thing

called life, and then we went into school and we took tests and we got results back to tell us how smart we were and weren't, and depending on the home life because this makes a big difference for a lot of people. They can get a lot of bad information in school, not necessarily bad information on purpose, but information like, naw, I really don't think you ought to take singing. Based on what I have just heard, you're in no danger of ever holding a tune. Now you put that into a third grader's head and imagine how they play that. But imagine if they went home and the parent said, "you look a little discouraged. Tell us about what happened at school today." "Oh, the teacher said that I couldn't sing." "Oh, why did the teacher say that? Well I guess that I didn't sing very well. Oh, well how do you feel about your singing? Well I thought that I did pretty good. Okay, so let's see what happened. You thought you felt pretty good, but you let the teacher convince you that you weren't good.

"Well you guys told me that the teachers had all the information and that I should respect them." "Well absolutely. But let's always ask ourselves about the information that they have given to us so that we don't receive information that's gonna hold us back. Now, if you wanna sing then we can get some lessons and we can have you practice, and we can do some things that will assist you in having the type of voice that you would like. Is that something you are interested in?" How many of us got that at home?

I know, personally, I was one of those lucky kids that both parents worked and when you got home nobody was around and so you are basically just left with your own thoughts about whatever is going on in your life, and not knowing what you folks are knowing and learning is that our brain, neurologically, is recording every thought we have. The reason that it's doing that is to keep us safe, because that information is invaluable. Because the next day when we go to school and they say who'd like to sing, we make sure we don't raise our hand. Because if we raise our hand, well we know what's gonna happen and that emotion comes back up from a few days ago telling us you can't sing. You can't hold a tune so don't embarrass yourself because that's my job as a brain. Remember this is basically the amygdala, which is our reptilian brain which is the fight, flight freeze. So, whenever the amygdala gets turned on because we are in a situation that we need to be protected in, it shuts down our frontal lobes and doesn't give us the ability to reason.

That's why it's so nice to have someone to talk about these things with or to have the triggers or the plays if you will, to make sure it doesn't happen - like Jim Jackson shared with us when he went home to his parents and his siblings and told them that he was about to become a public speaker, and all the information he got was, what's wrong with you? You can't speak. You can't even hold a whole sentence without a "you know" coming into it. And what he said to himself instead of, oh wow is that right? What he said to himself is, that's interesting that they should share that. But that's not how I feel about myself. Now I want you to think about that. I'd like us all to practise that. As soon as we start to get into the doubt - and I am not talking about not being prepared.

Don't misunderstand me. If I got this covered, is that covered? Okay what if this comes up. But when you start doubting whether or not you'll be able to handle it or not, when you doubt whether or not they'll accept it or not, that's when you get into danger. Because you do not have that information, and the brain does not like a vacuum, so guess what it does; it makes information up for you and nine times out of ten it creates a negative scenario. Isn't that interesting? Again, how come? To protect you.

So, another element that Jim talked about, too, was he had a quote and I wanna talk a little bit about that quote. So powerful. He said that your greatest discontent is discouragement, discontent is doubt, discontent is laws, discontent can be you get fired at work. You find out that your relationship is gone south on you. You recognize that job that you were interviewing for, someone else got it. You realized that you don't have any money and all of this creates discontent, which we have different names for don't we? A lot of people call it basically fear. But think about this. Here's what he said, "your greatest discontent creates your greatest motivation." And that my friends, is so powerful. Because when we look at what we are able to accomplish when we are highly motivated, nothing really holds us back. Now why is that?

Well first off, we're either coming from one or two mind sets, we're either coming from fear or value. And, remember, 95% of people come from fear. Ninety-five percent of our corporations today motivate with fear, our school systems motivate with fear; fear now is not I will shoot you. Fear is feeling that if you don't do whatever it is, a loss will occur. It's simply a loss. If I don't show up at work today, I won't be respected so I better get to work. That's fear-based, because you are looking at a loss of respect. Many things that a lot of people do without knowing it are fear-based, and the challenge with that, is that it hinders our ability to be the best version of ourselves. Because when you are fear-based, you are living a life of have to; not want to and when you have to do anything, isn't it interesting we just do enough to get it done? And it doesn't have to be spectacular performance, either; does it? We just get it done! But when we want to do something how do we feel about that? And that's what Jim Jackson was talking about. He wanted what he wanted so bad.

He was so discontent about it. He was living in an old beat up car. He had no money, no home, guess what he had? He had the most powerful element that anyone in their life can have and it doesn't cost a dime, and that's vision. He knew what he wanted to grow into and he wasn't going to let his family, his friends, anything else tell him he couldn't. And the result of that through the years, nothing happens overnight, but the one thing that did happen overnight for him was he stopped doubting himself. And it's not that Jim never doubts, he did mention that, but he's got the trigger that helps him get through that. You know we had a question coming too that I would read to you.

Why do you think Jim Jackson is so successful? I think that one of the reasons that I think he was so successful is Jim Jackson had a lot of natural talent and he had charisma. And charisma is when you hear from people, "Wow I just like being around you. Man, you just always seem to be so positive. You know it seems that people just gather around you and the reason they do that is because you're not about yourself; you're about others and that is an attraction." It attracts others, if you think about it, not, not unlike a magnet. It attracts others to be drawn towards you because they wanna feel like that, but more often than not, they're drawn towards people that are finding fault with life and their circumstances and misery loves company and so they hang out.

Both individuals have the same amount of potential. They have basically the same amount of neurons so what they have been given when they popped into life is everything to be successful. But the one element that is so important for all of us to pay attention to, is what we are paying attention to. What are we allowing ourselves to focus on? So, why was Jim so successful? Not only did he have the talent and we know that talent's not enough. We've seen high performance athletes with all the talent in the world, but with no work ethic and someone who could work harder with less talent, ended up being more successful. And then we have athletes who had tremendous talent that worked.

You know Tiger Woods is an example of someone who outworked everybody around him. Regardless of what you might think of Tiger Woods or any personality that I bring up, he continued to hone his craft. He changed his swing several times. He had surgeries that forced him to swing differently. Boy I'm telling you when I'm golfing if I'm not paying attention to the ball or where I want it to go. I'm paying attention to how I'm bringing my arms back and am I keeping my head down, and oh, I mean, that's a disaster waiting to happen. And that's what happens when we get self-conscious. I want you to think about that; being aware of what's going on so you can participate at your best. Being self-conscious is how you are wondering how I am doing with all these people around me.

So Jim, he took advantage of something that many, many people do and that was he worked at his charisma and he worked at his talent and he refined it, and he became a very successful public speaker, and a very successful author, and just a great guy to hang around because he has got a really optimistic point of view.

You know one thing that I would like to share before I leave Jim Jackson is we talked about confidence, and the reason I wanted to spend time on this is because confidence is so essential for all of us. Confidence as you know, is knowing that your sponsoring thought is value. That last summary that I did three or four podcasts ago we talked about what's the sponsoring thought, because a lot of people think, well if I just think positive, wonderful things will happen. And then why are you trying to think positive?

Well because your sponsoring thought is doubt or your sponsoring thought is fear. So, what we are talking about is why do you want to continue to romance

and entertain doubt and fear? And if you come up with a good answer for that let me know will ya. 'Cause more often than not you'll say why would I want to do that because that doesn't make much sense. And then allow yourself to practice the difference between self-conscious and awareness conscious. Now self-conscious means conscious about self. It means that if I start wondering how I'm looking in that camera and how's my voice seem in the mic and there's another camera should I look at it or should I look in it? I can't, I don't know about you, but do you know that the brain can't multi-task? It can only do one thing at a time. You can have many things going on in your life. You can be working on different things, but you can only focus on one thing at a time. Hey, right now try to take a note. Go ahead and write down the difference between awareness conscious and self-conscious. While I talk about something else, and you'll find that you can't continue to listen to me and still get to note down; you have to commit. That's basically having one foot in the boat and one foot on the dock. And as you start to push away, you need to make a decision don't you? And so that decision is a choice. Awareness consciousness is how am I doing in my world around me based on my vision?

Remember, most people drive into the future looking through the rear-view mirror. And what I mean by that is whenever you feel anything, that feeling is stored in your subconscious, neurologically. Never to be lost, never to be forgotten. And with over a hundred billion neurons each one storing and capable of storing 3 to 5 million bits of information, we're in no danger of ever running out of storage space. So, what that means is, everything is stored; every thought is stored.

Now more often than not we're not aware of it all or it'd be difficult to focus, but when a situation comes up, snap! That's when it happens. Hey, you want to sing a song, all of a sudden how you felt about the singer comes to mind and that my friends only occurred when I said in a moment we are going to sing a song. You were thinking about the difference between awareness and being self-conscious but when I brought it up, an old emotion came to play and I just wanna share this is what is so important right now. How we feel has so much to do with what we allow ourselves to want and to do and 95% of those emotions are from the past. And we just keep replaying them not even knowing that instead of do I want to feel that way? You know right now, I 'm a little nervous. Do I want to be nervous right now? I'd rather be relaxed and confident. Well make a choice. And the difference is your life.

So that, that was a little more insight into what we picked up from Jim Jackson and then what my take on a lot of that very, very powerful information. So, continue to remember that it's a choice, but most people don't know that they have one. They just again remember keep reacting based on how it went last time. And that limits growth.

Now let's take a look at the cosmetic dentist, Dr. Ginger Price, who practiced dentistry for over 35 years, but it wasn't what she went to school for originally. She went to school to become an art major. She was really, really excited about

her art and at some point, she realized that she wasn't going to be able to make a living this way, and after a conversation with her father, he said you ought to go into dentistry because you could use your art in dentistry. Now that is so powerful I wanna just spend a moment on that. There is a very low percentage out there of young people who go to college ever practice what they were majoring in college. I think it's less than 20%. Which means what? Which means that the real point of college for a lot of people is that you've proven to people that you can sustain something and finish it, and that means a lot to an employer who is about to hire somebody. Can they finish what they started? And that a lot of times has a lot to do with that.

Now when you get into specialities, sometimes those specialities start out later in school when you begin to figure out what exactly it is you wanna hone into. But I ended up graduating in education and majoring in English and minoring in economics. And I ended up teaching school for seven years. And I'm telling you, one of the things I learned from that is how do I keep these people interested? I mean, I'm fighting all kind of elements out there for their attention and just like I'm doing that right now, as you're listening to this podcast, you may be walking, you may be daydreaming, meditating, maybe doing all kind of things; and how do I make this of interest to you is by appealing to what is of interest to you. And the commonality that is of interest to us all is how can I continue to become fulfilled in this thing called life. How can I feel good about what I'm doing and its impact it's having on this world I'm living in?

So this transition that Dr. Price made really was based on the fact that she didn't continue to just plug it out trying to make a living at art even though with her tenacity, that's not to say she couldn't, but she also recognized that she had a flare for smiles and actually, she was called the smile doctor. And I mean people would travel. She was in Arizona, went from New York, and they travelled from Europe to be able to have their teeth done by her because they were natural. They actually looked like their own teeth; you follow me? I mean if she had to put a little discolouration in certain areas she would do that. Whatever it was you wanted, whatever you were trying to project with that smile of yours.

Now, one thing that I believe had a lot to do with, to answer this question with Dr. Price is she's got a wonderful, wonderful attitude. She's very positive. And this is one thing that she does to keep doubt out of play is, she's basically continuing to just figure out how to get what she wants because she got the vision. She allows the universe to deliver it to her. Because I want you to remember once she was getting later on in her career it started to become a routine for her.

The romance and the excitement in anything that we do can sometimes begin to wane and you need to take a different perspective on it. You need to look on it differently, and she was at a point in her life where she wanted to look at her life differently.

She wanted her life to be interesting. And the moment she owned that, that she wanted her life to be interesting, in spite of what was going on around her and the profession that she was in, the universe opened up. And I asked her, what do you think was the most important element you learned in the education that you took from me? Because we put her whole her dentistry through it, we developed vision, guiding principles and all those things, and a sense of purpose.

We took all her leadership and had them go through our leadership training and the different programs that we offer. And she said one thing. The RAS. Now, let me tell you what the RAS is. The RAS is one of the most important elements in the body. It is called the Reticular Activated System. It connects the spinal cord to the brain, and it acts basically like a good Executive Secretary. Since the brain is processing over 30 trillion bits of information a second which very few of us can even begin to comprehend, 'cause I don't know if you got a trillion in your bank account, but it's just astronomical. And if we paid attention to all of that information, what would happen to us? That's right. It would just be white noise. We wouldn't be able to comprehend because we're not designed that way.

We're designed, and this is so interesting to pay attention to what we're thinking about. That's how we're designed. When we really want it or we really don't want it, that is a great emotion. And that emotion triggers our brain to go 'this is significant'. I've shared with you folks before, but when I ask you to look for red in the room, all you see is red. You see it over there and over there and over there and then the question again is, "why weren't you looking for green?" And, you would say, "well you told me to look for red." Exactly. So, if we hone that down to why Ginger Price said that, reticular activating system was the most important element, it's substantiated to her why things show up the way they do in her life. And I want you all to understand this. They show up negatively as well as positively. The reticular doesn't care what you want or why you want it. It just provides you with it.

An example I'll give you is when I, when I was down and out, I basically started my life over again at 47, and had gone through many, many, many, jobs. Many, many different experiences and ultimately, I was at a point in my life where I needed to get some money. Period. I'd just gotten divorced and I was paying child support and alimony and I couldn't find a job that would cover that. And, so what I did is, I finally recognized that I'm running out of funds, I can't continue this, so I had to sell my car. And I did the 'oh dear, let me get the violin out for a little bit here', but I just want you to know that, you know, if you're sitting there saying, "Yeah, Larry, I can see where this could happen to you, but you don't know what my life is."

Hey, if you wanna sit down and see who has the most challenges in their lives, you and I can go head to head. We can just rock on that. And when we get done outdoing each other on who's had a tougher life, guess where we're both gonna be? Right here, right now, with the rest of our lives in front of us.

So, what good does it do to go over that over and over and over? As you're learning, it just substantiates and without knowing it, you're bringing information to you. If you think that life is dangerous, what are you gonna look and see it happen to you on the news? What is it you're going to listen to, so that you can inside say, "Yeah. I'm right. I'm right." Remember, most of us would rather be right than successful. And that's because of the reticular activating system.

So, when you say wonderful things are happening to me day by day, guess what you're looking for now? Guess what you're open to? You even see it in a problem. You even see it in a setback and that was what happened with Ginger as she decided that she wanted to start a new life. All of the information started to take place. She realized she wanted to create a toothpaste. She wanted to go and create something that was actually good for people. That didn't have a lot of the wrong ingredients in it. And, she recognized it needed a chemist. She didn't know any chemist. She made a phone call. She did not go, 'I don't know any chemist' and stay there and done.

She made some phone calls. She got things going. She developed a product. And then when she got ready to show it all, the show was cancelled. Well then she just found out, well then I need to find another show. And when she found another show, they were too busy. They didn't have room for her. So, what did she do? She made phone calls. She kept calling the person until they made room for her. I mean, that is looking for ways to succeed. Not looking for justification to fail. It's a choice.

So when I decided to go into business for myself, which was what I decided to do, I figured, wow if I worked for 47 years, I've had a lot of different experiences, you know. I certainly know how to help an organization and individual bring out the best in themselves. So why don't I develop a company? And five days later, I had my first client. Now that's kind of like the movie, 'Build the field and they shall come' I mean it's a little crazy. But what I realized is, my reticular was getting me everything that I was asking for. And that was that I'm broke.

My daughter moved in with me in a one bedroom apartment, and she had the bedroom. I had on a robe for days and days and days. Yeah. I was very depressed, but the reticular was giving me all the information necessary to make sure I was right about the fact that I had a terrible life. Isn't that amazing? And it took a wake-up call for me to recognize that, what are you doing? You have all this information, but you were using it incorrectly. And that's so important for all of us to recognize. Ginger used it correctly. You and I can use it correctly because the vision has gotta be paramount.

I just read an article recently that talked about not to make decision-making so difficult. Especially if you're starting something new. And basically what it was is remember and make sure you have answered one question, and that is, what do I wanna accomplish? And when interviewed, they asked the head of South West Airlines what was his process? And he said, "There was only one thing on

my mind. To provide the lowest cost airfare. And anytime we made a decision we'd always have to ask ourself, is that going to get us to the lowest cost airfare? And if it wasn't, they didn't do it.

So, as I've shared with you, if I wanna bring out the best in everyone, I have to make sure that whatever I do is doing what? Absolutely. If it's not, don't go there. Stop saying to yourself that you wanna get in shape. Stop saying to yourself that you want more money. Stop saying to yourself that you wanna feel better about yourself. Because whenever you're making those statements, you're sponsoring thought is, 'I'm not now'. And now, is the only time we can do anything about anything.

The past is as illusionary as the future. But we have recordings in our head though, don't we, that we've had a past. There are items in this room that I didn't just buy, did I? They came from the past. But when you think about it, it wouldn't even be in here if there wasn't an idea first to do a podcast. And then all of sudden, this guy name Walker Ramsay comes out of the blue because my wife's talking to her doctor, who mentions that her son's doing for podcast. You follow me?

It wouldn't have happened if, well I don't know anything about doing a podcast. I hear you gotta buy a lot of equipment. I'm trying to save some money right now. You follow me? And that is what the difference was for Ginger when she heard about the Reticular Activating System.

Once you decide what you want, you'll start to see the information everywhere, and you'll be amazed. You've all done it before. Ever purchased a car and then you saw a lot of them like it? You know I got a rare motorcycle when I was in college. There was only a few around in the country. The next day I saw one on the road. How come I hadn't seen them before? They were always there. Follow me? Because I had decided first that it was something I wanted or something I didn't want. Huge point and one of the big turns with Dr. Ginger Price was she knew what she wanted, and that is something I want everyone to think about.

It doesn't have to be crystal clear in the beginning. You just have to start to ask yourself some basic questions. Why do I want that? And be careful not to come up with, so I am not broke anymore cause now you just popped a sponsoring thought. You know people go, if you could just get what you want by asking for what you want, you know then I'd have had everything. No, no, no. It already works. You are getting everything you want, because you are asking for want so you stay in want. You've now been given want. You know we've all heard ask and you shall receive and what all that means is, give thanks. Be grateful.

Some people know that it is prayer, there is a multitude of ways to talk about it, but when we get into the science of the brain, the brain is a mechanism and what that means is robot and it doesn't look for exactly what it's told to.

So just pay attention to what you're telling yourself and remember as we talked about on that last podcast, we need to start out early. And upon awakening in the morning, have on your mind how you want the whole day to unfold and make it easy, just look for one little thing.

Now we are going to segway from Dr. Ginger Price who was looking for reasons to make sure that she got what she wanted. We are going to move to David Newcomb and David Newcomb is an amazing human being. If you had the opportunity to listen to that podcast, you remember that we started out I said where did it all begin for you? To have that mindset to be so open to the universe. And he said, I was in a cab in India; we didn't know where we were. I was a stranger in a strange land and there were all of these faces around the cab staring at me and not one looked like me. And it immediately gave him the realization to what it felt like in that moment, to not be like those you were around. And for a lot of us, we surround ourselves with people that we feel comfortable with, and if you don't believe that then ask yourself this evening, hey hon, who don't we like have nothing in common with that we could ask over for dinner? Generally, we don't do that do we?

We surround ourselves with like-minded people. So, the more diversity we have in the people we hang with, interestingly enough, the more open we are to the differences that life presents us. And what he learned from that culture there was nothing to fear in the culture because fear is an illusion. He recognized that this was an opportunity to him to continue his learning because he was a world traveller anyway. But the moment, the reason he shared that for us is because it forced him to take a look at some of his prejudices. And only that occurs when now we are the one who is being looked at because we don't even think about it when we're looking at others and making those judgements because now we're out of that aren't we? We're supreme. We're in a much better position, and we're not like that and so we've become very judgemental, and this is one thing I've really found in getting to know David Newcomb very well is, is he doesn't seem to have any judgement in his bones, and I asked him more about that and I wanna read the question we had.

You know David shared the openness and curiosity that has been his foundation for years. And one of the questions that came in was, why do I feel it's so important to have a foundation of openness and curiosity? Well personally when you think about, something I shared earlier that we'd rather be right and successful, now what I mean by that is that we're designed to make sure that we don't go through the entire day in total doubt, in total questioning of every decision we make or we will not be able to function very well so what we are doing is we are making decisions and looking for things that make us right. Right in the fact that we are maintaining our sanity; not someone else's.

We are seeing the world as we understand it and that is so powerful. It's easy for me right now to be able to look at the camera and talk and not to get too uncomfortable, but in the beginning, I was paralyzed when I'd look at the camera, because I knew the camera was recording me, and I knew that I couldn't

make any mistakes or at least this was the belief system that I had that somehow those people that I've seen since I was growing up through the television and through going to theatre were somehow perfect and they were flawless, and they'd done all their preparation and I didn't know anything about editing. I didn't know anything about, but that's not everything. That's nice when there is a little blip now and then, but I've seen people talk for fifteen minutes flawlessly in the movie.

So, my point is I had to recognize, I had to become aware of what I was allowing the camera to do to me; that's what we talked about awareness. Instead of self-awareness; instead of self-consciousness. You see self-consciousness is, I hope I don't screw up. Oh wait, maybe I shouldn't be staring at the camera, maybe I should be looking at; so, this whole element of David Newcomb was about curiosity and openness. When I first met him, he produced and basically directed a video that I did. It was a day and one-half long, and I didn't even know that he was there even though he was wondering around in every single scene he was invisible. And the reason he was invisible because of his leadership style, his directing style was not dictatorial.

His directing style was collaborative. It was all about what do you think? And we wanna get the shot done and how do you think we could best do that shot and, and through those years, and doing so many leadership programs, I've recognized that one of the arts of leadership is the fact that it doesn't have to be your way. All we need to do in leadership, or in parenting, or in relationships, is find out what both of us want and come to some agreement that this is the outcome and then be open to get in their different ways. Alright? Just because you learned how to hammer a nail, it doesn't mean that they have to hammer the nail your way until they ask for could you show me how to hammer a nail? And this is segwaying back into what David Newcomb had shared with all of us. All that's important is the outcome.

There is a million ways to get there, and I found this out when a buddy of mine was asked to go on a trip to go anywhere on a trip. He said but we're gonna fund it for you, and we want you to go to New York. He didn't want to go to New York, and he was asked to put the plans together for the most effective way to get to New York, and when they looked at the plans, they weren't that great. They didn't look like he put any time in it at all. And he goes, why is this product so inferior? You know you could have really made this much more elaborate, and he goes, I wanna go to California.

Now what the point of this is, how good of a job are you gonna do not wanting that outcome? And imagine people just following orders at work. You do this then come back to me and I'll tell you, then you do this. And, and that's why people get dissatisfied with what they're doing is they're not being a part of something greater than self. They're not being able to participate in the ultimate outcome, and that's where the excitement comes from.

Imagine planning a vacation for the children. Sometimes you plan that vacation based on the price you got on those tickets. Sometimes you plan a vacation by going, hey where do you want to go? I wanna go snow-skiing? What would you like to do? I would like to play tennis. Oh, what would you like to do? I'd like to be hiking. And then you put together a vacation where everybody can do what they want to do, and guess what? The vacation's not necessarily when you get there, it's about how the ride was along the way. And that's where we live our life isn't it? It's the ride along the way, and that's what's gotta be enjoyable. Are you having the time of your life right now listening to this podcast, because if you're not, what's your sponsoring thought? So pay attention to that.

But here is what, I'd like to wrap it up. David said something very powerful, and I'm gonna read this to you right now. And the question that came in was, "what does David mean that to create something different in the world, you need to look at it from a different place than your encumbrance or your current position? We all get excited about just something new especially when it is our idea. And to create something new, whether it's a business for yourself, or whether it's a new meal you haven't prepared yet or going out with a couple that you haven't met before. Or maybe just going by yourself for the first time.

Whatever it may be, it's a new adventure and we look to adventure with a different spirit and a different feeling about ourselves then I gotta go, but not with that attitude? Correct? So, what he recognized is, that he was gonna get into the real estate market. He had been travelling his whole life, he had defined the best sets and settings for a lot of the productions that he did, creating the videos and everything else that he created. So, he had the background already, but he didn't wanna be the traditional real estate company. So, what he did is he studied what others were doing so he made sure that he didn't just mimic that. Because there's not a lot of excitement in that.

You know copying something is one thing, creating something is something else. Now copying - no risk; creation - risk, and we need to do another podcast on how you feel about risk. Because most people bring some fear along where others just jump off the cliff hoping that the water is deep enough. But most of those intelligent in the business jumping off the cliff have already checked out to see if the water is deep is enough. Let's not be crazy with this.

So the value that we all receive from listening to David Newcomb is he is just as captivating, he is enthralling, his whole attitude of being open, he practised it in the podcast. It was, and I don't think he practiced it, what I meant by demonstrated it in the podcast. He made us all feel like we were just a part of him, like we've known him for years and that was because there wasn't any judgement, and I want to end it with that.

I want you all to recognize that no matter what we're going through in life, and sometimes it's more difficult than others to have a real positive attitude, but always no matter what the circumstances, there is a choice. And the ultimate choice is, how do I want to go through this? What kind of an outcome do I want

when this is all over, and it will change everything for you. So, whatever the rest of the day is for you, whatever you got lined up, you influence heavily the other people in your lives. And I want you to ask yourself, how do I want them to feel because they've had the opportunity to have me in their lives?

Epilogue

Thank you for being here. It's great listening together and listen just a little longer and you will hear what's coming up in our next podcast. Thank you.