

Hey, everyone, it's Robert Raymond Riopel here from success left a clue.

This is episode number one in the brand new podcast and I'm really excited to be doing this. Yeah, I'm nervous, I'm sitting here in front of my computer. It's new - not the computer but what I'm doing!

I've got the microphone stand. I've got everything in place and I am just like nervous why am I doing this. And that's kind of the key, this is what success is about. Doing new things maybe that you haven't done before and wanting to have a lot of fun with it but not sure how to get going.

Well, let me give you the first top right there. Just, start! that's it. So here I am in my home. I got the boom set up. I got everything set up and I'm now looking at the recording. I'm like what is this going to sound like, is it going to sound great, I don't know, but this is going to do what it is because here's a thing - Success leaves clue all over the place. And that's what these podcasts are going to be about.

To give you an idea: A majority of the podcast are going to be me impacting on the information that I have learned or I've noticed or I've seen not only from my journey but in my day to day life. One thing I already love to do as I travel around the world is I see things that happened and I go how would I turn that into a life lesson for people to hear and then that's what I do I put it across. So that's what is going to be about a lot of these programs, a lot of the podcast. It's going to be for you to hear from my experience the clues that I've seen.

But then also the other thing I'm going to do is I'm going to be able to pull some of the people that I have the blessing of sharing the stage with around the world, some of the top minds in the world. I need to be able to bring them to interview them on the kind of clues that they've found that have led to their success. Because one thing I want to make clear right no: Success isn't going to always be easy fun, joy joy. Success is about being willing to know what you want and go for it not even hesitating, knowing that you can take whatever obstacle comes in your place. If it shows up you go through it, you don't get stopped - maybe you get slowed down.

But then how do you get through it, how do you keep going, how to keep moving forward? That's what this is going to be about. One of the reasons I'm excited because I don't even know some of the broadcast what I'm going to do. I have taken it already things from students in what would you like to learn, that's going to start making up the episodes I'm going to do. We're going to consistently be able to get these episodes out to you. And one of my commitment to you is I'm going to use my 3 initials: Robert, Raymond, Riopel (RRR). And from those initials I'm going to keep things real. Meaning I'm going to give you the good, the bad, the ugly. I'm not going to just sit here make it flop like this is what awesome, this is what you can do, blah,blah,blah - No, I'm going to keep it real meaning you will get the good, the bad, and the ugly from my experience so that hopefully if there's a mistake that myself or one of my guest have gone through, that you can learn from to maybe avoid that same mistake then that's what we're going to do.

The second hour means relevant. I'm going to keep things relevant for today in today's world. Not you if something worked years ago and is still working today then that's what I'm going to give you. But if it's something that worked years ago that does not work today. Why would I bring it up? I want to keep it relevant to your world today. That's part of keeping it real as well.

And the third hour is going to be a repeat of all. So whether something from me or from one of my guests and I decide to bring on. We are going to teach you step by step, we're going to give you nuggets of gold, things into repeatable. So that then when you learn it, you listen to it, you ingrained it, you can then actually take it into your life and make it work for you again and again and again.

Maybe exact same way we describe it or you may do some adjustments to match who you are because with keeping it real, one thing is it has got to be real for you if you want success. Don't try to make success just because it will give you money or fame. No, you want success that it is in alignment with who you are as a person, who you are as an individual, what your goals are, what your dreams are, what really makes you Tingle. Those are the kind things that I'm talking about. Those are the kind of things that I get excited about why I'm putting this broadcast on.

With this podcast, not only am I launching it but I'm also using this addict as a catalyst for bringing out my book called "Success Left a Clue". For those of you who have been with me before in one of my audiences, you know I love to give clues and if you can visualize it right now, think about it: here I have my 2 fingers on each hand, my pointer finger, my middle finger. They are touching my thumb on the champ. And my hands are up and also to bring them down together side by side to give me a clue.

I have had audiences from all over the world. As small as 100 people, as big as 6000 people using that. And I love to give clues. 20 things I'm known for. So here is why success left a clue. Here's why I came up with that name. I'm just going to give you everything right now and whether you choose to listen to more of the podcast or not. That, it's going to be your decision. What I love for you to continue with me, absolutely! Do I think I'm going to bring you value, without a doubt! But the reason I came up with that is because from my journeys I noticed that when people are looking for success. Because of what they learned as a child in mainly through school, they think they have to figure it out all on their own and let me just say this - wrong answer. That is the biggest wrong answer right there. That is not true. You want to be able to look at the clues that have been left by other people that have gone through the journey you're going through, or that you want to go through, that achieved what you want. Find what they did that worked so that you can then repeat it - use the clues to move you forward.

Yeah, the fact that you listen to this podcast tells me that you're actually at least willing to listen to a podcast. So let me give you a couple clues of what worked for me. I never listen to podcasts before but now I love. instead of during my workouts always listen to just music, I alternate: I listen to music but I'll also listen to podcasts. And I am just dim powering podcast in all different genres and realms. One of the reasons I love to listen to podcasts is because as my friend can court right. I'll tell you that. He's going to be on my bucket list one of the first interviews I'm going to get. And I love what he says on his podcast that is about Increasing your Intellectual property (your I. P). The way you have more success in life is you read, you learn. And as you read, you learn, you listen to podcasts, you learn more, you start speaking it which actually raises your I.P. And also when you're having conversations with other people also you now have knowledge on things that you're able to bring to them, which that attracts people at higher different levels to you - because if you raise your I. P. it attracts more people with higher IP (intellectual property) to you. which allows you to learn more.

Talk about a great win-win situation. Your learning. You're attracting more people. They'll learn from you, you learn from them, together you all increase your intellectual property. So that's one little tip so that's why you listen to the podcast.

But the issue I was having with listening to podcasts, now maybe with mine, you don't have to worry about this because I do tend to speak fairly quickly. But I have listened to some podcasts and I noticed that they go at a very typical pace. A very typical straight forward, here's this pace I'm going to go at through the whole podcast. And it was driving me insane because maybe it's my A. D. D. whatever you want to call! I just love to listen and engage in any good stuff.

And so my one of my business partners, an amazing young gentleman by the name, Jason Chacha - another name I want you to check up. You talk about brilliance around website, web design, understanding programming, he's got a heart of gold as well. There's a reason we're business partners because I just love who he is as a person and not just for his brilliance but because of who he is as a person. And you thought that I was getting into podcasts and he knows I was listening to him and he said well you know if it's driving you crazy some of those lower voices. Go to your settings. I'm going to talk about my experience on my iPhone. I haven't figured how to do it on my computer, I don't know because I've never tried on an android, but when you listen to a podcast on your iPhone. And you hit the menu where it seems you have played touch and it brings up the settings, there's a button that allows you to either listen to the recording at Half Time Speed or regular speed, or you can actually increase it to one 0.5 times or 2 times. And the cool thing is with the technology. It doesn't distort the words. I'm like this is brilliant this and got it, let's see and so I started listening to podcasts and I gave it a test. I tested out one 0.5-time speed, I did the testing at 2x speed as well. After doing this for a number of podcast, it actually did take long but I realized that for me listening at 1.5-time speed ended up being the best speed for me. So now, every podcast I listen to is automatically set to 1.5-time speed. And also I find and getting it more. It keeps me invigorated, it keeps me actually Intune to what is being said – not distracted as easy.

So what am I'm suggesting is maybe try that out, that's a clue that I learned that has allowed me to have success in listening to more of the podcast, integrating more of what I'm learning. So that's just one example.

So through these podcasts, they are going to come out on a weekly basis for you. I'm also going to encourage people if they want specific topics, what would you like to learn about? You can have a resource to be able to send me a message and say: Hey Robert, this is what I want to listen to, this is what I'm looking forward to. So we are going to be able to do that.

Throughout the podcast, I'm also going to give you my 5 critical steps to creating the epic life you want. Epic life! Now take that informal meeting just. Sit with that - Epic life, what does that mean. What would be a truly epic life for you? What would be your dreams come true, that's what I'm talking about. The podcast is mainly designed to help you to not only realize what your dreams are. But then how do you step by step bring those dreams into reality - that's what I'm talking about. That's what I want to help you create. That's what this podcast is all about. You being able to do that.

So I'm going to deliver my proven success clues that will allow you to be able to have and design the life of your dreams. So those are going to be in there as well because I'll let you know it's not just up from what I've read, it is what I've experienced.

For those of you who maybe have not seen me on stage, have not heard who I am, or why I'm doing this. I've always been an entrepreneur - from a young age, I was always an entrepreneur. And from that entrepreneurial space, I was always looking for things that I could do. But here's what's interesting. From my programming, I watched my parents, they always said Robert you can do whatever you put your mind to. And that's what they're saying but what I was watching and what I was modeling from them if they were going job to job moving from city to city town to town just to keep working so that they can provide for their family. Because when I was growing up times were tough we didn't have a lot of money. I remember every year I would be in a different school I'd be 6 months, maybe a year one school before and have to move to school again. And to me this was normal, but I didn't realize this is not the normal way that people do school and so even though my parents were saying you can do whatever you put your mind to, what they were modeling for me is

you have to do what you have to do. So as I grew up and I want to be an entrepreneur, I was looking for the job that would give me the most ability so I wouldn't have to move around. I am a loyal person. I was looking for the job that would have the greatest advancement so that I can stay with that company. So that I could be there for 40 years.

Now if you listen to this podcast, you know as well as I do that that's not a reality in today's day and age, is that? Research shows that the average person will have 5 to 7 completely different careers in their lifetime. Now, instead of working for one company for 40 years. But because this is what I was looking for from what I modelled for my parents, I was looking for the job that would give me the greatest pay or the greatest security, I was looking for union jobs, I was looking for city jobs, government jobs, the ones that once I was in I was in and I had it - Made. And that's what I was looking for. But what's interesting is - It didn't even cross my mind if it was something that I would enjoy.

Let me give an example of what I'm talking about? I was looking to work at this factory when it got opened. They were building it; they were taking applications, I put my application in. I didn't hear from them, I'm young, I'm 18, I'm 19, haven't heard from them, I need a job. And my father helped me get a job interview with a company that works with fiberglass. Now if you've worked with fiberglass, you know exactly what I'm talking about. I started working for \$6.75 an hour, back in 1987. \$6.25 an hour and I was like this is awesome, this is huge! well above minimum wage, this is going to be for me. And when I started I started working in quality control and move my way to lay down the chop, rolling out the chop. And if you know fiberglass you know those fibers get on your skin, they float all over the place. Here I was now 3:00 every single morning, 3:00 morning I'd be waking up scratching itching and going - what is going on, see not realizing that I get home I want a shower to get rid of the fiberglass but because I had a hot shower, open my pores, and the fibres went in even deeper. So now they're in. But I kept going back day after day to this job. Why? because it was paying the bills. I wasn't sleeping, I was getting tired, just like what-what-what! but I kept doing it. I'm working at this job for now 6 months and also I get a callback or call from the factory I had applied to and they said we're doing interviews now would you come in for an interview.

Now one thing my parents taught me is to be loyal. So I said I'll come in for the interview, but the first thing I did is I went to my bosses and let them know. I applied to this place before apply to you, they've asked me to come in for an interview. But I'd like to keep working here. I don't know what they're offering or how it is going to look but I like to keep working here. And my bosses, they said Robert we appreciate that and I'll tell you what. Once you know what they're offering let us know and if we match it will you stay with us? For me, it was a no-brainer absolutely, yes. I'm here, I'm staying. And so I went for the interview.

Now, remember I'm making \$6.25 an hour, no benefits. I get to the interview after interviewing me they say well the job we are thinking up for you, it will be in quality control since that's what you're doing now. And we will start you. that position starts off at \$10 an hour. And after 3 months you get full benefits. Wow! Now my mindset is. I love it, I appreciate it. But if the other company is willing to offer me the same thing, I'm staying with them.

So I go back to my bosses at the other company and let them know: Here's what they're offering, here's what they're showing. What are your thoughts? And he said well, If they're offering you the job, please take it. we can't match that. we appreciate your work.

Here're two lessons I learned right from that experience ladies and gentleman: One because I was upfront loyal with them, we split on good terms.

Two, and that one just went right out of my mind Oh! my goodness is amazing.

The second lesson that I got was that. I would not have even been able to get that job in quality control starting off. I would have to start at a lower position with the factory. But because I had done quality control in the fiberglass and I had that experience that got me a higher position.

So my lesson was: Every experience you do can benefit you in some way. And I was able to raise up higher because I did look at what could I do to help have the best possible - willing to do whatever it takes. I'm not looking to start a high level with no experience, I will start wherever I can - plain and simple, that's it.

And so I end up working for this company and starting advancing through. And as I saw it again 40 years, I was going to be a general manager of my own factory. Long story short, couple years later, they shut the factory down, I get laid off. I know in an economy where I live, we have oil and either you go through oil booms when oil prices are high, or you go through oil bust when oil prices are low.

As I'm doing this recording right now, the oil prices are really low and in the province I live in Canada, It is a lot of out of work people. So we're in the middle of an oil bust just like we are now back then in back in 1989. Now of course, luckily I learned from my parent: you do whatever you need to do to take care of your family. I'm newly married so it's like have got to find a job. And the only job I can find after hunting for months is to start delivering pizzas for a small pizza delivery company called domino's pizza. Now some of you may have heard of that company.

I start delivering pizzas and very quickly I actually start making more money than I was making working in my full-time job - my real job in the factory. And as I was doing this, my franchise decided that he want to sell his store and buy 2 stores in another city, an hour and half away. I wanted something more permanent and I said: do you need a manager? We talked for a couple hours, he made the decision, 2 weeks later I moved to Calgary Alberta where I live now and I became a manager of one of his stores. My wife became my assistant manager we started working hard like we're both pot working 7 days a week from open till close is what we started doing. And as we're doing this we know after realizing that. We could probably make some good money being franchisees. We're actually enjoy doing what we're doing so what would that look like to be franchisees. And it was just over a year after I managed them, my franchise decided he wanted out of domino's pizza.

Here's a cool thing we wanted in domino's pizza, what a great mix! here's the problem - we didn't have any money. But one of the things that has worked well with me. Is when you have passion. You can accomplish things you never dreamed possible. And so we have a passion, and we also have a willingness to learn.

So what did, we do we actually spent about 3 months learning: how do you buy a business with no money of your own, instead of trying to figure it out on her own, we found people who are done, we learned, we found this system. And we were actually able to buy both of the stories that he had for sale and we did it with no money of our own. Wow! we had it made, we're now Domino's pizza franchises. And we kept working hard. And we started making pretty good money. But there's a little bit of an issue here. Very quickly we started spending more money than we are actually earning. And I know some of you can relate to that. And at the 8-year mark of being franchisees. Also on we were over \$150000 in debt and going down quickly. And that's when we were introduced to personal

development. Also for an invite to go to an evening 3-hour talk. We went to a 3-hour weekend. From that 3-hour weekend, we're able to change our lives completely. And go from being \$150000 in debt to being retired. Financially free 9 months later at the age of 32. And I was like wow! That worked.

A little bit of information gives us this result, what would more information do. And at that point, we became learn meaning maniacs. We spent 2.5 years learning everything we could. And that's when I found my passion was to teach and to speak. And today from those beginnings, I have now had the blessing of teaching over 250000 people in person around the world in countries like Australia, Malaysia, Singapore, Taiwan, Thailand, Poland, Germany, Italy, England, all of North America, all over the place, I've been able to travel around the world being able to teach people.

And it's from doing that traveling that I've been able to share the stage with some of the most amazing people on the planet. People like Sir. Richard Branson; The Dalai Lama; F. W. de Klerk; Steven Covey senior; Vision locking Anne; Shaun Stephenson; Blac brown; Barbara de Angelis; all these amazing people - I've been blessed to share the stage with them. Learn from them, mentor them. Some of them I have become a mentor for them. And because of this, I know I've been able to see some success patterns. What is it that is the common thing in between people that allow them to go from struggle to success. Allow them to have more success with more ease and grace instead of having to figure it out on their own. That's what these podcasts are about.

So, buckle in, get ready, be prepared. Because on this journey, I'm going to take your request, I'm going to share with you, my experiences, I'm going to bring on some of the most amazing thought leaders on this planet. To help you have success in your life.

My goal is to give you as much value as I can. So for success left a clue, my name is Robert Raymond Riopel. I look forward to having this journey together, and I look forward to recording more podcasts.

Have an awesome day and always live with passion.