

## TRANSCRIPT

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Hello again everybody. Robert Raymond Riopel here with *Success Left A Clue* and this is episode number 4. On this episode, I'm going to kind of do a carry on, an addition to episode number 3. In episode number 3, we talked about choosing to be happy. When Suwalka gave me that lesson, it's one of those lessons I just kicked in. Now, today, if I mentioned on the last episode, sometimes there's going to be kind of theme song, theme music, or whatever. That's not going to be the case on this one. This one I just want to get into a short lesson that kind of ties into with that choosing to be happy.

When you choose to be happy or let me put it in another way. Your energy is going to be a big determining factor in what your reality is being created out of. And think of the word reality. People are always saying get real and reality. There's a whole lesson around that one. So I create my own reality and I want you to understand that you do as well. So by having happiness to be a choice, you're creating the reality to have a happy life. And again, it doesn't mean that everything is going to go right or perfect in your life. But again, because you're energy, what you focus on expands. There's a Zen teaching, a universal principle that says what you focus on expands.

So if you're focusing on being happy, you're going to be much happier. If you're focused on being miserable that everything's going wrong, that's exactly what you're going to attract to you. So because I choose to be happy, in the last episode, I talked about how even getting to fishing and choosing to be happy. It led to having a great time, which led to inspiration, which led to what I was doing in the last recording on. See, that's just one of many examples. So just like the last episode, I am right now sitting in India. I'm in Bangalore, or Bengaluru is the new name, India getting ready to do a one-day event where we're going to have some phenomenal presenters.

I have the blessing of not only being asked to be here as a presenter but I also have the blessing to be asked to host the whole event. One of the reasons I get asked to do events like this is because of the fact that I choose to be happy. That's a day to day, moment to moment choice that I make. I choose to be happy. When something comes up or something happens and I can go miserable about this, pissed off about this, or I can choose to say you know what? I choose to be happy. Not meaning, I have to be happy about the situation. I choose to live a happy life. And what I wanted to do this episode on is to teach you or show you in success how you're day to day intentions, your way of looking things open up worlds of possibilities to you.

I can give two examples from right here on this trip to India. I've been here less than 24 hours so far. So I do a 19-hour drive, 13 hours to get unloaded, unhooked, and packed at the airport to fly here. I spend a total of 27 to 28 hours traveling to get where I am here in India right now. All the way along, I'm choosing to be happy. Now, was I tired? Absolutely. Look, I told you. I'm going to be real with you, really relevant and repeatable. Successful people get tired. You honor that. You give yourself space to have some relaxation. So I lay down on the bed. I'm talking to my wife and I said, "I'm going to set the alarm for an hour and I'll get back up." And she's kind of like, "No you won't." She knows me so well. I could not wake up. My body said this is time for you to rest so I honored that.

So here we are, I know I have to go do sound checks, mike checks. Check out the venue and I'm scheduled to do that, be picked up at 7:45 PM from my hotel, go to check the venue out and do all that. So I'm getting up. I'm ready and I'm looking forward to this. I'm happy. Instead of often beating myself up that I got more sleep or that I slept longer and I didn't do what I want to get done in that moment. Instead of beating myself up, I said I'm going to choose to be happy. All of sudden, my phone rings and it's our partner saying, "Hey, Robert. Did you have a good rest?" I'm like, "Absolutely sir," and I did. He

says, "Well, we're picking you up at 7:45 but I'm wondering if you want to join and one of our guest presenters Dr. John Demartini for dinner."

Ladies and gentleman, if you do not know who John Demartini is, here's what I want you to do is I want you to Google him right now. Google him. In fact, I can go to my introduction scripts for when I get to introduce him tomorrow. If you want to kind of get an idea who this gentleman is. Synchronise is a powerful, powerful thing. Synchronise. I flew here from Calgary. He lives in Houston, Texas but he flew here from where? Calgary, Alberta, right where I live. He was only on a flight about four hours ahead of me. Like, how cool is that? Synchronise is really, really well. So let me read you a little bit of his biography to give you an idea who this gentleman is.

He's a world renowned human behavioral specialist and is a leading authority on personal development. And the knowledge he shares is a culmination of 43 years of cross disciplinary research. As a gifted teacher, he travels world delivering keynote speeches and other educational seminar programs, which assist people to develop their potential and become empowered in all areas of their life. He is also the author of over 100 self-development books and manuals. Ten of which are commercially available and translated into 29 languages, hundred books. When I meet him and I go down and I'm like the first time I've ever had a blessing of meeting this gentleman. We had some great conversations. He said there were only four things I do. I travel, I teach, I research, and I write. Let me say that again. I travel, I teach, I research, and I write.

See, he understands the principle that my friend Ken Courtright really tells people. If you want to be successful, as you get being successful, then you have to learn that you are only allowed to do what only you can do. Let me say that again. You are allowed only to do what only you can do. Meaning Dr. Demartini, he knows those are his four power skills that created his whole success. He actually has not driven a car in 26 years. He actually has not cooked a meal in over 24 years because those are things other people are able to do. Now, look, remember what I said in the last episode, everything has to be a reflection of you. Whatever you do, it has to be a reflection of you. Meaning, for me, my wife and I love to cook. So that doesn't work for me. I like to cook. We do that. I incorporated in my life, that's one of my passions, is cooking. But for him, it doesn't and that's okay.

So we're sitting here. We're talking and I am being a human sponge just listening. This gentleman for 43 years has been teaching this stuff that I love so much. Do you think I can learn from him? Yes. Here, we find out we have a lot in common. Also, we've become instant friends and we know we're going to stay connected. Now, I would never been able to have this opportunity to meet him if I wasn't choosing to be a happy person. I guarantee you that. If I was a grumpy person, my partner, our partners here, [8:51] he wouldn't even thought to lift the phone to ask if I want to join them for dinner. If wouldn't have crossed his mind. Just as an example. Also, I find out while we're at dinner, here we are and we're at dinner, and we're sitting there. All of sudden, they go, "So Robert, what time did you land?" I said 7:30. And they said, "Oh, you're lucky." I said "what do you mean?" He said, "Well, if you've landed after 9 o'clock, we would have a lot of problems." I'm like, "Why?" They said, "Well, because the whole city of Bangalore went on strike at 9 o'clock."

Now, going on strike is not a foreign concept to me. I'm used to companies, workers going on strike. Maybe, if it's a union that covers a bunch types of industries or businesses, they go on strike to support each other. But the whole city of Bangalore went on strike. You couldn't even go on Uber and request an Uber car because none of them would drive. What it was is a neighboring state that has shares of water for agriculture here in this state. They were shipping less water and allowing less water to flow than what the state needed. So as a last minute form of unity, the whole city of Bangalore decided to go on strike to show the government that we do not agree with this. And luckily, this one was a peaceful strike from 9 AM to 6 PM. But get this, it's a type of thing if a gravel truck or whatever is trying to drive down the

road, people will throw stones at them. They will set the tires on fire. They get very passionate about it because if you're not with us you're against us.

So I count my blessings at I'm landing exactly when I was meant to land. I got to be at the hotel. It was a very peaceful strike. It ended at six. There are no issues. But I didn't create the reality of being caught in the middle of that. I don't see I do it purposely or consciously. Unconsciously, subconsciously, these are the realities I get to create in my life because I choose to be happy. And so here I am, this day I'm hosting is a mixture of some very well known people which I'll get to meet especially being the host but also some local very successful local people. So here we are, we're getting ready to drive back to the hotel and all of sudden, they say, "Oh Robert, I want you to meet CK." And I get to meet our first speaker of the day whose name is CK Kumaravel or they call him CKK for short.

I'll keep with CKK. And this gentleman owns over 550 beauty salons and what an interesting guy. Now, we're riding back to the hotel having a great conversation only to find out, because he's asking what I do and my background in Domino's pizza that I used to take bankrupt stores and turn them around by systemizing them back to the original system that Tom Monaghan set up. Systems ladies and gentleman, *Success Left A Clue*, find the system that works and follows it, another podcast. All of sudden, well, just from sharing that, he goes you need to be my teacher. I'm like, "What do you mean?" He goes, "I have over 550 salons and we're growing very rapidly. Most of them are doing well but I have about 100 that are struggling. You obviously know how to turn those around. I want you to be my teacher." Now, if that doesn't hit you between the eyes right there.

Talk about amazing. Was it my intention? No. Do I think we can do some stuff together? Yes. See, your intellectual property what I talked to you about in episodes 1 and 2. Increasing your intellectual property allows you to have greater conversations with even more amazing people. If I was not choosing to be happy, if I was not willing to listen and learn, if I was not choosing to take the chance to okay, I can't afford this or I don't have the time. No, that's not an excuse. That's an obstacle. And then I overcome the obstacle. I wouldn't be where I am today to be able to sit in the car beside CKK and to learn that this successful man could learn something from me because I increased my intellectual property. I love that saying. Ken Courtright, again, if you're not listening to his podcast yet, I've talked to him about in all four of these podcasts so far. Listen to him. Follow him. He's got nuggets of gold to give you.

So from me increasing, being willing to increase my intellectual property, listening to other people, getting to know other people, and when they're generally interested in knowing what I do being short and concise. All of a sudden, magic happens. And I've been here less than 24 hours. And so I'm going to leave you on this podcast with this. Choosing to be happy when combined with increasing your intellectual property will create magic. Choosing to be happy when combined with increasing your intellectual property will create magic. It'll create that magic and you won't even have to know why it's happening.

Just understand you will attract to you. I'm going to leave you with what Ken Courtright taught me a few days ago, another one of his powerful sayings. He says, "You don't attract who you want. You attract who you are." There's another clue for you. You don't attract who you want. You attract who you are. So I'm going to be talking to the people here in India tomorrow because a lot of them are going to sit there and say, "Oh, I love to get deals." And here's what's interesting. The question I'm going to post to them is how many of you love to get the deal? You love to get the deal other people aren't able to get, excellent. And yet, how many of you want to own your value more and how many of you really want to be paid what you're worth? How many of you find this a struggle sometime?

And I know there's going to be a lot of hands that will go up and I'm going to tell them that phrase right there. You don't attract who you want. You attract who you are. The reason you're struggling and not

being paid your value is because you're attracting the people want exactly what you want. They want you at a deal, a cheap deal that not even anybody else can get. So if you want to increase your value, when a deal is presented for you, if it feels right, take it. Don't try and get an even cheaper deal. Accept it. Be willing to pay what people are worth. Be willing to pay for a product or a service what is worth. The moment you do that, I guarantee, you'll attract to you people who are willing to pay you what you're worth.

And ladies and gentlemen, the reason for that one is a big one for me to say is because that's a big one I'm really owning now to. Everything I'm teaching you comes from my experiences. I struggled with that in my life. Even some days I still struggled with it. But today, more and more, I'm willing to pay people what they're worth and create the space to attract people to pay me what I know I'm worth. So I hope you got some nuggets of gold in this one. A little bit shorter of a podcast but I just had to get this one out. I just had to do it.

And so Robert Raymond Riopel, *Success Left A Clue*. Have an awesome time. Again, if you like what you're hearing, subscribe. Tell your friends to subscribe. Leave a review. And I look forward to doing more and getting them out. Until next time, always live with passion.