

TRANSCRIPT

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Welcome everybody! This is Robert Raymond Riopel. And this is *Success Left A Clue*, episode number 7. And today I am jazzed for a number of different reasons. One of the reasons I'm jazzed is because I can't believe it's already episode number 7, episode number 7. Here I am I was nervous about doing my first one, nervous, could I do it, would I work, how would it work, how will we put it together, how we launch it? And here I am already recording episode number 7 and actually having a lot of fun. And so, one of the reasons I'm recording this, I'm actually in my mind right now deciding, making a decision, and that decision is, we've been releasing this one a week, every Wednesday, sending them out for people to listen to so you can download it.

And thank you to all, those of you who have been downloading and listening. So we've already been doing that every Wednesday, but now I'm deciding, do I wanna actually do two a week? Two a week, go from one a week, double it and go to two a week. And that actually makes me excited, for a couple of reasons. One, because if I put out two a week, now I go get to more wisdom out and I have fun with that. Two, it allows me to have more fun because I love the lessons, I love the fun I've been having doing this. Three, it also gently forces me to up my game even more. Because If I'm going to commit, I'm going to fully commit, and that's another part. Like today's whole episode is going to be all around this, you're going to understand that in a moment. So episode number 7, one of the decisions I'm deciding right now is do I go from one episode a week to two?

And also I'm thinking, I know – actually I'm not thinking, I know my next episode I am going to make it my first interview. Which will probably make it a little bit longer of an episode then. Because the person I wanna bring on, I wanna make sure I give them full time to really give the nuggets of gold that they have, so that my audience, those of you that have been listening, those of you that are coming on and enjoying this podcast, I wanna bring on this guest because the nuggets of gold they have will absolutely blow you away. So let's back track, number 7. See I'm already into this, I'm already flowing, I'm already having fun, and I haven't even set up what today's episode is going be all about. Well also before I do that though, here I am, I was just listening to a couple of back episodes, episodes 1, 2, 3, 4, and 5, and I was going through those and it's kinda cool that the last few episodes that I recorded was not from home, not in my home office.

I have the same microphone with me but I don't have the same set up, I don't have the boom, I don't have the filter card in front of me. Here I am, because right now just like the other episodes, I'm sitting in my hotel room, just completed an event and I am just jacked because I fly to another country tomorrow to start another event. I absolutely love my life. I love my life. I get to travel around the world. Today I am sitting in Kuala Lumpur, I'm right downtown, I am sitting across, a block away actually – out of my hotel room I just turn my head and I'm looking out my hotel room and what I can see is I see out of my hotel room, the Petronas Towers, the twin towers here in Kuala Lumpur.

If you do not know what they are, I want you to go and Google them. Or better yet, go to the movie *Entrapment*. *Entrapment*, it had Katherine Zeta Jones in it, it had Sean Connery in it, and Ving Rhames in it, amazing, amazing movie. And one of the parts of the movie is filmed right here at those towers. Picture this, these two towers that are 80, somewhat 81, 82 stories high, twin towers identical to each other, at the 40th and 41st floor is a 2 story sky bridge that goes across from one to the other, on the 40 and 41st floor. And so in the movie they actually do a heist and it's all done in these towers, spectacular. The whole two buildings are made out of stainless steel and glass, the outside, they're gorgeous. In fact, I'm going to kind if digress, I'm going to go into a couple of things here in Kuala Lumpur. It's been a couple of years since I've been here, and I forgot how beautiful the city is. I was on a nice walk this morning, I walked for about 8 kilometers, or for my American friends 5 miles.

And I went on this walk just getting my stretching out, just burning some energy, I had a great event so now I'm just like go-go-go, wanted to do something for me. And I'm noticing how stunning, how stunning the architecture here in Malaysia is. It is just absolutely breathtakingly gorgeous. Some of the buildings here are unlike any I've seen design anywhere else in the world. So I'm going to kind of "hat's off" to the people and the architects here in Malaysia, for the style that they have for creating these huge sky scrapers that are just absolutely gorgeous. Okay so I digress, I'm back. [laughter] I have no fun whatsoever.

Today's episode, here I am in Kuala Lumpur, and one of the things I was able to do is anytime I travel around the world, I have students and they -- sometimes we get together, we go out to a restaurant and we just enjoy. And that's kind of what happened yesterday. One of my students who was just a really amazing gentleman by the name of Kahar, he knew I was coming here to Malaysia and so he messaged me on Facebook a couple of weeks prior and said "Robert you're going to be in Malaysia, are you willing to have a gathering? A get together, I'd love to put it out and a bunch of us get together". And I'm like "Kahar absolutely. I'm here, let's do it, let's get together". So he did the leg work to arrange to have a bunch of past students. We all got together, we met here at the hotel I'm staying at, we walked a block over and we just got together in this nice little restaurant, had a great conversation.

And as we were sitting down eating and having these conversations, it's amazing what comes up, when you get together with people, and are open and willing and in an energy of growth. And that's where kind of today's podcast comes from. You see here I was having a conversation, and one of the gentleman was talking about how he's been quite successful, and he worked hard for 15 years and he's now enjoying being a stay at home dad. But he struggles, he struggles because he sees that he's comfortable, he sees that he has the life he wants but then he's torn because there's other things he wants to do. He sees other people have more than he has or they're able to do a little bit more. It's not about more than he has but they're actually -- because he's kind of at a plateau, he looks at other people who are maybe a little higher from a plateau, and he starts to go "well if I was to work again, could I have that?" And his mind then goes "so if I work for the next 5 years, I can probably take myself up another level, but if I do that then I'm going to be taking time away from my kids and my family and my wife, and I'm really comfortable, and I like my movies, I love watching TV, I love watching movies".

And he was really in this whole kind of back and forth battle, as he called it, his civil war in his head. A civil war, and I'm going to imagine because I'm going to predict and as I know the answer. A number of you listening to this podcast go through the same struggles, back and forth, back and forth, that civil war going on in your head, and so I'm going to call this episode the civil war with -- or let's rephrase that, the civil war between our two ears, the civil war between our two ears. Because every single person has that, we have a civil war going on between our two ears all the time, absolutely. So as we're having this conversation, also something had hit me, and especially when I'm doing trainings I tend to be in coach mode quite a bit. I just -- I woke up back out of it when I'm away from the energy for a couple of days, I'm downtown, and stuff like that.

But when I'm in the energy fresh in the energy, I just completed the seminar that I taught the day before, so I'm still fresh in that energy and something hit me. And so as he's talking I stopped him for a moment and I asked him a question, I said "are you open to some coaching?", this is a success principle and this is another clue and I want you to write this down, never give your advice unsolicited. Let me say it again, never give advice unsolicited. It's so easy to see in other people what they don't see in themselves and want to help them. But a lot of problems that come up are when people just try to give their advice even though the other person hasn't given permission or maybe isn't open or receiving it. So anytime something comes up for you, if you think it can help another person, just give them the courtesy of asking them before you give it to them, if it's alright if you give them some advice or give them something that came up for you. However, you word it for you.

And so he's like "Absolutely", and so when I'm sitting there and I said "Look, you're talking about how you're able to create this, how you've worked hard for 15 year, you're celebrating the fact that you're now having this life where you're able to be home with your wife and your kids, having your family enjoying that, enjoying your movies, watching your TV, and yet that's civil war is raging on in your head because you still want more", I said "Would you like to know why I believe you are struggling so much?". And he's looking at me and he's like "Please do tell me", and I said "Because listen to vocabulary you're using, I worked hard for 15 years and I was able to accomplish this, and I'm enjoying my relaxation, and I'm deciding if I'm going to work hard for another 5 years, so if I do I could probably go up another level. So in your mind from your conditioning, from your past, what you're looking at is that it's either a work hard, hard, hard away from your family, making sacrifices, not being able to see them".

I said "I don't know your full story, but from listening to you I'm kind of guessing to get where you are today, that is kind of what it took, would I be correct in that?", he's like "Yeah", and so I said "That's one thing, so you're working hard and so your mind is going I would -- if I work hard for next 5 years that means it's going to be a sacrifice away from my family, I'm going to be away from them, I'm not going to be able to spend the time with them, they're not -- all the things that I appreciate and I love", I said "So why does it have to be one or the other?". He's kinda giving me a little look, and I said "Think of it like this, you said you love watching movies, so instead of going from the all hard, hard, hard or all just relaxation all movies and all family, what if one day a week, or sorry rephrase that, one movie a week, let's start small, let's start with 2 hours, instead of watching one of the movies you'd watch in a week, you do something, something that moves you forward a little bit".

A friend of mine, amazing gentleman by the name of Adam Markel, he wrote a book recently called Pivot, Pivot, write that down, google it, find it. Pivot, Adam Markel, and it's all about making small little incremental changes in your life. How 5 degrees of change over a period of time, 2 to 3 years can have massive change. And as I'm speaking, because I'm part French, I'm using my hands right now, and picture one hand I've got this line going across, staying steady horizontally, the other line, I'm just actually I made a 5 degree little incremental change in the pivot of my hand and as my hand move along their getting further and further apart, because over 2 or 3 years, little bit 5% change, 5 degree change can make a big difference. So I said to him, I said "Instead of thinking that has to be like the all or nothing, for creating more success in your life, take 2 hours, take on movie instead of watching movie, you do something to go in the direction you want to go in, to move yourself forward, and then maybe in a couple of weeks you're flowing little bit, you're noticing its not taking up a lot of time, away from your family, it's not taking you away from what you're truly passionately wanting to do that you're actually moving towards other passion, providing more for your family, providing more for the life that you want and you're maintaining being the stay at home dad".

And his eyes just lit up, and he's just like "Wow, I didn't think of it like that, I get and that's true that's the way I've always saw it", I said "Exactly, these are the choices that you have to make, it doesn't have to be the all or nothing". So where do you – and again read Pivot, it will help you with this in more description. Adam talks about how he went from an 80 plus hour a week lawyer to now travelling the world like myself as an inspirational trainer changing thousands of lives every single year. He didn't go from being a lawyer, stop, and jump into being a trainer, all or nothing, no. He made that 5 degree pivot over a 2 to 3 year period to create the reality he wanted. And it was kind of cool, because this lesson, part of this lesson, was given to me in another way when I was in India a while ago.

And one of the presenters, I talked about it in podcast number 3, in podcast number 4. I was hosting an event in India when I was hosting and I was one of the presenters, and one of the local presenters Rajeev he told this story that really resonated with me. I'm going to paraphrase it, it's maybe not exactly like he said it, but I've actually already put my kind of interpretation onto it, because it really – I got it when he said it, it's like bam!, wow that's awesome. And so, I now kind of reflect my own version of it on the stages around the

world. And what Rajeev said is this, he says in hundreds and hundreds of years ago when settlers would settle in an area, they would normally settle near a river as an example for a water source.

So picture this river winding along and they would settle near it and this one particular settlement, the first settlers to the area, they settled near the river. When the river was running everything was great, but all of a sudden in the rainy season it started to raise and they realized they were actually in the flood zone. And so they actually had to move away further and further from the river, until they now, they were so quite a way away from the river, every single day when it's none rainy, on their daily routine is they have to walk, each person from a household, one person from each household would walk to the river, scoop up a bucket of water and walk back, and on average each day, it takes a person 4 hours to do this, 4 hours out of their day just to provide an essential piece of life. And for decades, for generations this is the way the routine for this now village was going. Everyday you'd walk, you'd scoop up a bucket of water, you'd walk back, and that's 4 hours of your day gone.

And so, a couple of generations in, a few generations in, there's this young man in the town, who says "Well why don't we bring the water to us? Why don't we take a ditch, lay some kind of pipe, use some like bamboo or whatever we can, create a pipe and bring the water to us", and almost everybody in his village starting with his family, starting with the other villagers, they're like "That's lazy, quit being lazy, you just don't want to do the work", and he's like "No, I just want to create this", and they're like "Look, we've done it this way for generations, quit being lazy". And so he decided that "You know what, this isn't being lazy", and he was the one in his family who would go get the water, he decided to make a little degree of change in his life. So the next day he walks to the river, he scoops up a big bucket of water, but before he walks back he puts the water down, he decides to take a few extra minutes, start digging a little bit of a ditch, and lay a little bit of pipe.

As I say from the stage "Dig a little ditch, lay a little pipe", I love to get things into music, as I told you make everything you do make a reflection of you, I love music so I'm always thinking an interim of songs, it's just me. And so he digs a little bit of a ditch, he puts a little bit of pipe in, caps the end so the water can run into it up to where he dug, picks up his bucket and he walks back to the village. His daily – that part of his daily task are done. The next day he walks back, he doesn't have to quite go that far because he dug a couple of feet, so he scoops up some water, he decides to dig a little bit more of a ditch, lay down a little bit more of the pipe, plug it off, pick up his water, head back. And he all of a sudden decides to do this routine day after day, after day, after day. And after a few months, all of a sudden, because picture, and again a visual, I'm a very visual person, every day his water moves a couple of feet closer.

However, especially after the first few weeks, because it's closer and closer and he doesn't have to go as far, he now has more time to actually dig, more time to actually lay a little more pipe. So he actually starts increasing the amount he's able to accomplish each day, because every day the more he accomplishes, the less time it takes to him to walk to the water source. I think you see the picture. So after a number of months all of a sudden now this ditch is all the way to his hut, and all he has to do is put a little tap on the end, and now he's got water every single day at the turn of his tap. Doesn't have to walk anywhere, he's now got time to do a lot of other things. And so a couple of interesting things about this, one of the interesting things is he has water and he has time to do other things, the other interesting thing is all those family members, all those village people that were calling him lazy, now they're calling him brilliant.

Brilliant for coming up with this idea, brilliant because now he's able to supply water to his village, he's freed up time for them as well. He's made an innovation that no one else had thought of doing. No one – well maybe they thought of it, but no one until him had the courage to do it, and so the way I'm going to kind of start wrapping up this session, this podcast is I'm going to post this question to you. What is a dream that you have in your life that you've put off because other people have said you're lazy or that you can't do it or you don't have the right education or whatever it is. And what is one 5 degree little change that you can make on

a daily basis to actually start doing it. And what would your life be like if you were to follow through until you actually brought this into your life.

So the student of mine last night, I look forward to checking in with him, over the next few months, the next time I'm back here in Malaysia because I'm going to check in with him to see A: did he do it, did he start doing, taking that 2 hours a day, and from that did it create more momentum because this is another clue, action creates momentum, write that down. Action creates momentum, which creates more action, which creates more momentum. You see ladies and gentlemen, you start that 5 degree little change and soon it starts to pick up speed, pick up momentum. And he's still going to find that he has a lot of quality time with his family and his children, his wife doing the things he loves but because he's got the momentum he's more focused on creating what he wants to do to keep moving his family forward and providing an even greater life. He's going to start realizing that when he looks back, I'm going to predict that a lot for the stuff he does right now is not very productive. He watches a lot of movies, watches a lot of TV, he enjoys it, I enjoyed movies and TV, but is he overdoing it and is he actually having a lot of time where he could actually create quality of experience.

That's just my perception, it is what it is, take it for what it is, take it for what it's not, it's all good. Just from my experience from travelling around the world the different things I've seen. So what I want you to do, is I want you to get that little tune in your head, dig a little ditch, lay a little pipe, dig a little ditch, lay a little pipe. Because when you do this, it will help quiet that civil war going on between your two ears of wanting quality life, of wanting be comfortable. See ladies and gentlemen, you can have and design the life of your dreams, the clues are out there, success is all around you showing that has been accomplished by many, many, many people. And if they can do it, you can do it, but will you? That's another clue right there, another nugget of gold. That saying that is if they can do it, I can do it, I believe it but it's not the complete thing. You gotta add that third piece, it's if they can do it, I can do it, but will I? That's the action, that's the decision, that's the – what's going to – the catalyst to moving you forward.

So for today, this is Robert Raymond Riopel, with *Success Left A Clue*. I enjoyed this episode, I hope you enjoyed this episode and I look forward to seeing you on our next one. I look forward to as we amp it up, ramp it up, and start going to two sessions a week, two episodes a week, my next one having an amazing interview come on, I'm looking forward to that now that I've committed to it, I'm going to make it happen. So until we meet again. Always live with passion. Have an amazing day. You deserve the best in your life. We'll talk to you soon.