

TRANSCRIPT

File Name: SLAC_EP_9_Complete

Duration: 00:11:32

Welcome again to Success Left A Clue. This is Robert Raymond Riopel. And we have Episode #9.

Can you believe it? It's already been 9 episodes. I can't. It's funny. Again, something I've talked about before when inspiration hits, you just got to go with it. So here I am. I'm in Toronto, Ontario Canada. It seems like I do most of my podcast while I'm travelling around. I'm getting ready to start another 3 day event tomorrow and impacting even more lives. And even though I know it's time to get crawling to bed, get ready to go, a clue just hit me. And success is we got, this is why it's called Success Left A Clue because success has left clues everywhere. And so, when that inspiration hits, it's just easy to grab the microphone and go, absolutely go. And this is something, again, I hope you enjoyed episode #8 that we did with Ken Courtright. And again, he's been a great, great inspiration to me. And one things he talks about is just it doesn't matter if it's a long podcast or short podcast, it's when that inspiration hits just talk about and that's what I'm doing. So here we go.

Tonight, the clue, a big success clue, that a lot of successful people have in common. Think of it like this. Here's the clue. There's no music introducing this one. There's no lit up. It's just here we go. Well, I say that and I do a lit up. Crazy. Anyway.

Relationships. Always make sure to maintain and honor and be authentic about the relationship in your life. This is relationships. Personal relationships. Because you never know when the nuggets of advancement can happen. Nuggets of gold. Just from maintaining. Even if you don't see people on a daily basis but you've had a great connection with them. Do what you can to make sure that you have a good relationship with them. You know what I'm talking about. You see, when you are increasing your intellectual property as Kim talked about and also you start having conversations on deeper levels with people because of your willingness and your eagerness increased and learned.

So you go to his will life from his podcast in episode #28 and again, Ken Courtright google him, you got to find him. This guy is amazing. He was on last episode. So you start learning and as you learn, you increase your intellectual property. As you increase your intellectual property, you start having conversations, being involved in conversations with people where you're actually able to add more insights, actually have deeper conversations, which leads you to either get stagnant or you increase your knowledge again. And as you learn more, also you get more intellectual property, which attracts more people and I'm not talking about higher levels, but just successful people that have more knowledge and love to have those deeper conversations because you know what you're talking about. And you find that you start attracting more and more people into your life where you're able to create things, understand things, take things to a whole new level based on what you've been learning from them and they've been learning from you.

Case in point. So a number of years ago, 9, 10 years ago already, I had a student. Concert pianist. That's his passion like the typical struggling artist not concert pianist, jazz pianist. So he end up becoming a student of mine and when I teach him how to be a trainor, his whole world opens up. He goes on to start his own training company and he start doing very, very well right here in Toronto. Well, we've kept in touch with each other over the last number of years. I'd even spoke on his stage couple of years ago. And so, when it's time, when I go to Toronto, not everytime, but I reach out and I'd be like, "Hey guys! I've been thinking of you. You want to get together?" And we get together for a glass of wine or something like that. Well, I knew that I was coming to Toronto this time and I've been

thinking about them because I love it when students don't just learn but they take the learning and do it. They put it into practice and they go to a whole new level because you never know what you can accomplish until you do something. And so, I sent them a message, just wondering if you guys are in town, I'm going to be coming into town, I've got a 3 day event, love to get together with dinner with you guys. And I'll send the invite over to their place and so, I get into town today, I get a hold of them and I just hopped into Uber. I love shared economy. That can be a whole another concept, a whole another topic. I go to their house and we're having an amazing dinner.

When I am on the road a lot, one of the things I do miss is home cooked meals. So just even having the pleasure of being in their company, sitting down and having dinner, it made an amazing dinner for me. And so, we're having a great, amazing conversation back and forth. Where's your company going? What's happening? What's going on here? How can we assist each other? And we have this conversation and just no attachments, no what are you going to get, what am I going to get out of it, but just having a nice glass of wine, great conversation, and making even greater friendships.

And because of the levels we've both gone to in the training arena, we're at that higher level of intellectual property that a lot of people don't know. And so, they're still gleaming information off of my knowledge that's helping them and I'm eager to share with them some of the stuff that I notice that they might be able to implement in theirs. And so, over a couple of hours, 2 and a half, 3 hour dinner and conversation, and also we're getting ready for me to head back to the hotel, and get ready for my day start of the training tomorrow, and I'll send something comes up, that is totally out of my realm of knowledge, and they ask if I ever heard of something coz we talked about developing of my Edmonton tour and getting things going and how we're going to start version 2.0. It's now being coded.

And they said, "Well, have you heard of something in a Canadian government called Shred money. S-H-R-E-D. And I was like, "No, what's that?" They said, "Well, that's government grant that's in place where companies that are doing R and D, Research and Development, you're doing development right now. You're doing research right now. You can actually apply to get 80% of your research and development money back."

"Wow! Wow!"

And they're like, "You don't know about that?" I'm like, "No, I didn't know about that." And my mind started to do calculation, my mind started to think of possibilities, my mind was going into whole lot different directions. And she's like, "You know Nancy is an amazing woman. She's like, "How you all? This is how it kind of works and we know a guy in Calgary who is specializes [I live in Calgary] it. Let me put you in contact with them."

Now, walk this back. Here's a relationship we see and talked to each other months apart. Sometimes see each other couple of years apart. But it's important to me to maintain that relationship with people like them that are genuine, amazing, action takers. And they've reciprocated and wanted to keep the relationship with me. They reached out to me just like I reach out to them to keep that relationship going. And from being willing to say "Hey, I'm coming to town" and connecting, look at what it's going to transpire. Look at the possibilities that are now opening up. Things that we can do. Things that we're going to be able to look forward on coz we've kept that relationship.

So this whole podcast, this episode is about what relationships are you discounting them, are you making an effort to create authentic, meaning relationships or you just like yeah, yeah, yeah. You got nothing off from me. I am not going to keep in contact.

See ladies and gentlemen, you never know where the lessons can come from. So this Success Left A Clue is maintaining your relationships, maintain as you increase your intellectual property, make note of the people that you're surrounding yourself with. This is what successful people do. I am thinking out loud. I am going to get them on podcast. Great couple. Nancy and Paul. We're going to bring them on podcast. We're going to get them to even deliver more success clues for you guys, the listeners. So we're going to wrap up this episode very short quick one, not long, I just had to get it out there but I'll tell you if get it, if you understand it, if you implement the relationship, and you put more focus on them, watch what you can do.

And I am going to say this, again, Episode #9. Thank you for listening. Please go to iTunes. You have to go on the iTunes itself and if you wouldn't mind, leaving us a comment, leaving us a rating, let us know honestly what do you think of this podcast. Are you enjoying it? Are there things that we can do different? Is these things you'd love to hear? Because you tell me what kind of success tips you'd like, success clues you like, I am going to bring them to you. With that, I want to sign off, and say thank you. Make sure to always live with passion. Have a great day wherever you're listening to, wherever you're going, whatever you want to do in life, live with that passion. And I look forward to talking to you on the next podcast. It's because people are listening that I keep wanting to do this. And as people listen, I'll keep doing them until people don't listen anymore. And I'll probably still keep doing them. You guys are awesome. Relationships are awesome. Use that clue. Check it out. See what it does for you. Talk to you next podcast. Have a great time everybody!