

## TRANSCRIPT

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**Intro:** Inside every one of us, deep in the soul, are the dreams we have for ourselves. Dreams of what might be, of what we might become and how we might change the world by changing ourselves.

You can achieve whatever you can dream. All it takes is a plan and the right teacher. Welcome to *Success Left A Clue*, the inspiring podcast from Robert Raymond Riopel. Who has traveled the world for over fifteen years unlocking the dreams we all have. And now, here's Robert.

**Robert:** Welcome everybody! This is Robert Raymond Riopel with our Podcast #12. *Success Left A Clue!*

I am like totally jazzed and totally excited about today's episode. Yeah, because everything happens for a reason and there are reasons that serve me. One of the reasons I started this podcast is because I got inspired by listening to podcasts from other people, my mentors, people I match minds with. And so, here I am putting I'm up the podcast. And I've become such an avid, just like, every time I'm doing a workout or if I'm working around the house, doing stuff, I put earphones in and I just start listening to podcasts and I'm devouring them. And the other day I decide there's, you know, a gentleman who's part of my masterminds.

I love masterminds and I love being a student, not the teacher. I want to be there, not only to give, give, give the givers game, but I know I get a lot as well. And an amazing gentleman that I met at our mastermind. He has a podcast and a broadcast he's been doing on a radio network. And so, the other day, as I'm doing stuff around the house, I go, you know, "I haven't listened to one of his podcasts yet" and I decide to find it and download it. And everything happens for a reason because the first episode I listened to at random, I just touched it, it blew my mind. And I knew I had to get him online with me to have a little conversation. That this podcast was not going to be necessarily an interview I wanted it to be a back and forth conversation, because what he covered on the episode, was something so in line with what I believe, I knew we were going to be able to inspire people.

So, in Episode #12, I want to introduce to you an amazing gentleman by the name of Gary Rahman. He is the rock star of real estate. At the end of the podcast, I'm going to make sure you know how to find him because as I've already have been learning from him. I know you will as well and the more we're willing to increase our intellectual property our sphere of influence and he's going to help you do that as well. He's going to allow you to tap deeper into success in your life. So Gary, thanks for agreeing to being on this episode with me. How you doing my friend?

**Gary:** Oh, Robert, I'm doing great, and thank you, thank you, that was a wow, you make me look so good.

**Both:** [Chuckle]

**Robert:** Well you know it's not hard to do it, we both have so much in common, like our

aerodynamic hairstyles, you know.

**Gary:** Absolutely, absolutely.

**Robert:** So, I could also say you're rocking the hairstyle,

**Gary:** Yes, indeed.

**Robert:** It's a pleasure having you on, and this episode, you know, I just, I'm only a nubby into the podcasts. This is Episode #12, and most of them are me doing just wisdom thoughts coming up and I'd like to do an occasional interview. And you happen to be like the second interview only. Which is so cool because after I listened to your broadcast on the book that you and I both love by Napoleon Hill, *Outwitting the Devil* and I heard you talking about the ten things he's covering on page number 116 I knew I had to get you in line. So, you really have a kind of discussion on that?

**Gary:** No, absolutely and again, I'm so greatly honored man, so honored. You're one of my trainers and a coach for me and an inspiration to do all the things that you're accomplishing is you're just really helping people, and to be like your second guest man, to be asked, man I feel very, very honored, so thank you.

**Robert:** You know, I can tell we're going to, I'm going to get you feeling almost like a regular guest every few podcasts, because I know how we're going to connect on this. It's going to be the beginning of great things to come, because you're truly out there, not just listening to things and learning things, but the three keys to success are is to learn, do and teach. And one of main the things that's been inspiring about you for me is that you actually are putting it into action. You know, you're known as the rock star of real estate for teaching people, on your broadcast. But The first thing I picked up is that you're totally in tune with the fact that it's not just about that outer game. You're going into the inner game, so some of your broadcasts have nothing to do with real estate, yet it's everything to do with Real Estate because you tap success. So, we're talking about *Outwitting the Devil* why did you think that book was an important book to read. First of all.

**Gary:** Oh, wow, I'll just start with just Napoleon Hill, as a whole, I'm a huge fan. One of my best friends and business partner of mine, introduced me to Napoleon Hill some years ago, actually he gave me an original copy of "The Laws of Success" and I was turned on from that point on I've been a Napoleon Hill fanatic and this was actually one that I hadn't heard about until I was actually coming to some new pick attempts or maybe was one of our masterminds where it was actually brought up I wrote it down, like I must get book, when I read it, it just, the words and the lessons just kind of, just, man they jumped off the page, the way it was written, was very unique, you know, as you know it's very unique like he's actually having a discussion with the devil. And there are some many things, this book was written in 1938. As I'm reading it, I'm thinking to myself, like, these things were happening in 1938, so many of the things that were happening in 1938, it was almost like he wrote this yesterday.

**Robert:** Isn't that so true.

**Gary:** So yeah, so for me it's been a transformative book. From so many things that, like you said, I believe in. We all need the affirmation, you know we can be in an environment of

great people, such as yourself and the energy that we're constantly involved in, but we still kind of need the affirmation. Even if we're independent thinkers, even if we feel we do a lot of things and are inspired, you know just on our own, in a lot of ways and a lot of things. That affirmation is still important and that's one of those beauties of reading a book. It's extremely important in that regard.

**Robert:** Oh, without a doubt. And isn't it really interesting that even though he wrote it in 1938, it sat in a vault in the Napoleon Hill foundation for seventy years because of the fear of prosecution. Because if you brought this out, what people would do to him and his family. And then, everything happening for a reason. The fact that they chose a Sharon Lechter to actually be the one to help bring it to the world, just beautiful. Like, I've got goose bumps right now because you couldn't have asked for it to have happened in any better way. And it's exactly how you said, even though he wrote it in 1938, I agree today, it is more relevant for people today than it was that many years ago.

**Gary:** Right, right.

**Robert:** Crazy.

**Gary:** Yeah.

**Robert:** So, these ten steps. What are these ten things that we're going to talk about today?

**Gary:** Well, one of the points here, I'll read is, "Do your own thinking on all occasions". The fact that human beings are given complete control over nothing saves the power to make their own thoughts is laid with significance. So, I mean, that point there to me, man, I mean it goes over both aspects. That the devil is really dropping it, telling people that we, we stop being lazy, to think on our own. To really come up with our own thoughts on things and to stop being so lazy. It's just so powerful.

**Robert:** Ok so, let me play a little of devil's advocate [Chuckle].

**Gary:** Well, one of the points here, I'll read is, "Do your own thinking on all occasions". The fact that human beings are given complete control over nothing saves the power to make their own thoughts is laid with significance. So, I mean, that point there to me, man, I mean it goes over both aspects. That the devil is rely dropping it, telling people that we, we stop being lazy, to think on our own. To really come up with our own thoughts on things and to stop being so lazy. It's just so powerful.

**Robert:** Ok so, let me play a little of devil's advocate [Chuckle].

**Gary:** Laughs.

**Robert:** And so, because you know I'm a huge person about not trying to reinvent the wheel, and as I see as one of the biggest fallouts of people is that we see a system and we try to outthink it. So, when I read that in *Outwitting the Devil* I guess where my mind went was, this is where you've got to be willing to have the belief in yourself, that you can do it, don't believe what other people are telling you. That, to me, is the independent thinking. And we match that with the systems to follow of how other people have had success. You know I love the input that you're giving it, but I guess I see it in two dimensional as well, which is one of the beautiful things, because right now, you and I may not have the same

interpretation and no one does. Isn't that so true?

**Gary:** Absolutely, absolutely too, Robert, and let me go back one little sentence before. Because the way the book is written as we know is a question and answer type of thing where he's having this discussion with the devil. And one key part here is this is part of the answer, so I read one of his answers, the devil's answer to the question, that was actually posed by Napoleon Hill, and so let's go back a little bit. You're... Ok, so, one of the things he starts with the answer of is of giving him a clear description of drifting and what drifting is. He talks about this all through the book. He talks of what must be done to insure he gets the habit of drifting. Drifting is as you know is when we go off course of what our true purpose is. And he talks about how ninety something percent, he says in the book, of the all people are drifters. So, one of the things that can assure us from drifting, and so Napoleon is weighting the formula for that. And in that first part of his answer he says, protection against drifting lies within easy reach of every human being who has a normal body and sound of mind. The self-defense can be applied through these simple methods. So, that is one of the methods, is to do your own thinking on all occasions

**Robert:** Yes, absolutely. And I'm glad you brought it back to that because drifting, I think it's what impacted me the most, is because I could so relate. That you may call it procrastination, you may call it whatever it is, but I'm a drifter in a lot of ways, so I get it. Having to think for myself are one of the things that allow me to quit drifting, one of the things, because I know myself, how do I take that and utilize it in my favor, so that, and that alignment, I'm a hundred percent agreeing with you, right there.

**Gary:** And I'll tell you, no problem, I think it applies with everything, we're all drifters at some point. It's just a matter of varying degrees of drifting and some of us unfortunately drift more often than we're actually focused on our purpose

**Robert:** Ok, so ladies and gentlemen, if you're listening to this and you can relate to that, you know we're talking about the person on your seat right now. We all do, I know I'm talking about the person in my seat, I know Gary is talking about the person sitting in his seat.

**Gary:** Absolutely

**Robert:** Love it, and then, And I'm glad, because as I mentioned to Gary before we started this podcast, just to give a little insight, as soon as I heard to his episode and got a hold of him, will you please, please just be a guest on my podcast. I went looking for my copy of *Outwitting the Devil* because it's been a while since I read it. And also, I couldn't find it. And I realized that, because one of the things I do is I love to allow my library, in my library are like, a lot of people. And I open my library to friends and family who want to borrow books. And I realized one of my best friends actually has my copy of *Outwitting the Devil* right now. So, when we started this call, I said "Gary, I'm going to allow you to guide me on the ten things we can do" and so I'm wrapping my mind around it. And that's why I'm glad you came back to the ten things we can do to keep us away from drifting. So, What's number two then?

**Gary:** Man, number two is one of so many that are actually great, but it's the one that I think takes the most discipline for many people. Decide definitely what you want from life, then create a plan for attaining it and be willing to sacrifice everything else if necessary. Rather than accept permanent defeat.

**Robert:** Yeah, tell them, tell me what it means to you

**Gary:** Man that one burns in my body. That one makes me man, percolate man, that one is so true. I mean, so many of us will allow anything in life, like right now we're all here in the States. You know, Trump's won! It's Hillary's lost, or whatever the case may be. We're so easily taken off what it is we really want. And so many of us don't have a definitive understanding of what we do want in life. So, it is twofold with this one, because we have so many who don't really understand what they want in life and then you have those who say they do, but when anything of difficulty seems to come in the way of that, they're willing to forego whatever they said they really wanted.

And they really often times do accept permanent defeat. So, this one for me is one, where to me it's like.... I was speaking to a friend Robert kind of recently. We were sitting having some drinks and brought up something. It was that he was thinking about getting a divorce. No excuse me, I'll go back a little bit. He was talking, and he was talking about going back to school to get his masters and I was like, Yeah, you know, ok, great. But, why do you want to do that? And he started saying what it would do for him, and the field that he's in, but you could tell it wasn't a heartfelt, it was a kind of like, it'll give some more money and it'll do this and whatever. And I was like, what is your true purpose? Do you know what your true purpose is? And he was able to tell me what his true purpose is very easily.

And I said, that was good and then I asked a kind of follow up. I said then, well What are three things to do every day to get you closer to your purpose? And there was silence. And he was pondering and he didn't really have an answer for me, then he went over and told me you know, I'm maybe thinking about getting a divorce. But why? And we get in this whole conversation, but the crooks of it was, one, he was drifting on all those other things, as far as relationships, and he couldn't really focus on his true purpose. Which I was feeling, if you wanted, and you focus on your true purpose, I think it'll bring you a kind of make a 180 for you, or even a 360. When you think about the sun and the earth, and the sun revolving, earth revolving around the sun, and making a complete cycle. That the relationship with your spouse, would probably improve. And often times we don't get the connections of how our purpose draws energy or positivity in all aspects of our lives.

**Robert:** Oh, and that's it, we're holistic beings. You cannot impact one area without the other, plain and simple. And dude, you just gave me goose bumps. I'm lit up right now. Because that is so true and you know, Bob Proctor even says; You have to be willing to give up your life for your purpose, because you are giving up your life for your purpose.

**Gary:** Purpose, absolutely.

**Robert:** Ok, so I wasn't going to bring in politics, but you brought it in. And as are you and I are recording it. Yeah, yesterday was announced that Trump won. And isn't it interesting to watch. I was even watching some of your Facebook posts, and watching the interaction back, and I was laughing my butt off. Because it's, how many people go into the victim game, or the blame game, because if this demographic hadn't voted and that would have been the turning key for Hillary. And I'm looking back, and I loved your responses because there was this heavy on debate, which I love heavy on debates, because that means people are passionate about something. Which is good. But realize, you're going to create your reality. And you have to create your own economy. So, if your purpose is big, you've got to create a big economy. It doesn't matter who's in the government. I see it,

the way I look at it. People didn't vote for Trump, they voted for change. They were tired of the same old, same old. And so, it wasn't either minorities or majorities that ended not voting the way they should have, and that's why Hillary lost? I don't look at it that way. I look at it Look! Everything happens for a reason, He's in power because people wanted change. So are you going to let that dictate what you're going to do or are you going to choose to be in control of your life, create your own economy. And that's why I want people to follow what you do, because Real Estate is one of the pillars of wealth. And to be able to learn how to create wealth with real estate, you want to learn from people who are not just doing, but they're actually teaching it. They're walking their talk. And that's one of the reasons I wanted you on this episode. Because you're on definite of purpose and Napoleon Hill says it in "Think and grow rich" he says, "When a man is definite of purpose, the universe will move aside and then fall in besides him to bring it to reality". And that's what number two is for me right there.

**Gary:** Yes, yes, yes! You dropped the mic on that Robert, you dropped the mic.

**Robert:** I've got no passion on that one, and this is why I was looking forward to this conversation, because, I'm lit up right now. Let's go into number three.

**Gary:** Analyze temporarily, excuse me, Analyze temporary defeat. No matter of what nature or cause, and extract from it the seed of an equivalent advantage.

**Robert:** Tell me!

**Gary:** We can keep on that same conversation right there, I mean, we look at life, and sometimes again we don't want to evaluate the things we could have actually done to make it better. I recall one of my largest deals of my life, at least at that time. We had just moved from DC to Baltimore and I was actually getting ready to build a hundred-unit apartment building her in Baltimore. It was going to be a senior building, so the city at the time, was being sued by HUD, because they didn't have enough affordable housing. So, I thought I was a godson and, I beat the city however at an auction for this particular site that used to be an old housing project. And it had to be knocked down and re-built.

So, I'm thinking, ok. I'm here and I'm a godson and I'm going to bring something great to the city, they need it, etcetera, etcetera, etcetera. However, the city officials, were calling me a DC boy, and I was kind of upset because as you know, I'm from Chicago. So, I was like, I'm not a DC boy, I did live in DC for some years, but I'm not a DC boy. But never the less, they whooped me, and whooped me, and whooped me until they actually took the deal from me, you know I lost a shitload of money in the deal "Excuse my language Robert" And I was literally, when I lost this deal, I was kind of depressed at this moment in time. And one of the things it caused me to do was, I had to be reflective of what was it? What were some of the steps that I didn't do that could have turned this situation to a win for me.

And I really could have brought the solutions that the city needed. so, I actually didn't just failed myself, I failed the people which I was trying to help, because I was trying to bring affordable housing to seniors. So, it was something, it was more than just my money and me. But one of the things that I really noticed was, when I had won this deal and I was working, sometimes I would be on 20 hours a day trying to keep this afloat, but there were times prior to those 20 hour a day days, when I wasn't even putting in even eight hours a day. I wasn't even focused on it for even 5 hours a day.

So, when I really looked at the full body of it there was a lot of procrastinating that I did before I really had to turn it on. It was almost like my back was against the wall and then I went overdrive. But prior to that, I was kind of lax and when I outwitted that then there were a lot of things that I had to check myself and really say, you know what, I could have improved here. I can do this better. And going forward I a lot of things. And when I do things today, what's helped me is One, planning and actually staying accountable to what I need to do in order to get the things I need to get done, done. So, that's what this does for me.

**Robert:** And you know, I think I heard you say it, because you're an athlete. That's why teams watch, review their tapes. They review the recordings to see, it's not to beat themselves up, but this is what didn't work, so, how do we improve on that?

**Gary:** Absolutely, and as you know, I think we both realize, even with King Core as one of our mentors and someone we follow greatly. He's always speaking that as well. You know the business we're in as well. We've got to keep critiquing it, we've got to look at other aspects of business because there are solutions. Because the world is changing so fast, that nothing we do today is going to last forever. The fortune 500 companies of what? 30 years ago,

**Robert:** Yeah, the buggy whips, right yeah.

**Gary:** Most of them aren't even there anymore.

**Robert:** Except we're in a different industry from bugging whips, but we're not going there. Sorry, I couldn't resist. But you know, you talk of inspiration. As I was listening to you, you said a word, you said, "excuse my language" I wrote the word down and in my mind and went instantly into How do I rephrase that as a powerful acronym? And it's perfect for number three because here's what we need to do. Knowing that defeat is temporary, ok, in life, shit happens, right. So, when it happens, here's what I say it's stands for now. Show how it's temporary!

**Gary:** Yeah, yeah, I like that!

**Robert:** And so, that's going to be a new clue for me, right there. You helped me create it! Thank you my friend!

**Gary:** Yeah, yeah, I like that!

**Robert:** Because that is it, number three. Defeat is temporary. Love it, thank you for that! So, Gary, give us number four!

**Gary:** Be ready to render useful service equivalent to the value of all material things you demand of life. You render the service first.

**Robert:** Yes, yes and I'm in total agreement on this one. And I love the example you used on the broadcast that I listened to. Would you give us that same example, because I know you have some big audacious goals ahead of you.

**Gary:** Yes, yes, and I'm going to try to recall what we talked about on my show. But one of the

goals I put out there on my 43th birthday is that by 2030, I would become a billionaire. Well you know, my wife made money as a kind of giveaway, with my face on it, as a billion dollar bills, and we passed them out. But, as I shared with so many. It is not just to become a billionaire so that I can claim wealth and riches and buy material possessions. And I'm sure some of that will be a part of the wealth but it's not the driving force.

**Robert:** Exactly!

**Gary:** And the driving force is really to be of service, to be someone who, as you know my story. I'll share it a bit more with your guests. I'm a child that was raised in Chicago. The youngest of three. Mother who suffered from depression and raises us while on welfare. And by the age of ten years old we had been evicted over twelve times. And it was at that moment, there was an eviction at ten years old that I recall, making myself a promise that this wouldn't happen again to me and my family and that too, I would become a millionaire. I was really however, on a first grade level and I was ten years old.

So, I'm supposed to be on the pipeline to prison or either dead. And neither happened. Actually, because I didn't buy into the statistics of what should have been based off statistics. I was able to actually accomplish those things at my early age of thirty. On my early thirties, I was able to become a multi-millionaire. But the thing I had done in real-estate and that I wanted to continue to do is to house low and medium income families, similar to myself while I was growing up. And I changed crack buildings or abandoned buildings into viable places for people to live. So, for me a driving force when I look at cities across the States, or even around the world, in Haiti or places as such and such, And I see the conditions.

One, I want to be an inspiration so I think Success is a variable, or I should I say money is a variable of success. People look at your wealth at that regard, as a form of success. It's not the complete package, but I do think it can be inspiring to some that you can pull yourself up with of course the help of others. To be financially successful in that way. And so, I think that, that number to me rings out as a number that people who respect it and realize that you've achieved great fortune with what you do. But with that, my hope is that I can change the mentality of so many people around the world specially in urban neighborhoods to see me as an example of themselves. Of someone who came from dryer streets but stayed focused on a purpose and was able to achieve it. But in achieving it at the same time, I'm changing communities, I'm serving the people, to hopefully make their lives better in that regard as well. so, that is what I spoke of as far as one of my goals, and how I actually am trying to be of service and reaching that goal.

**Robert:** It's exactly as you said, First, first not say I want to receive and then I'll give back! Especially in that, direct proportion and that's why I wanted you to share that story because. A billionaire is a huge goal. It means, I get jazzed, and excited about how much value, because you already bring value. But I get so excited about how much more value, because you know it's in direct proportion, and with this huge goal, and I'm like, how many people is he going to impact, who are going to impact others and who will impact others. And that's another reason Gary that I reached out to you. Because with you, having that in your sights, it's now to me, and this is that law of attraction in place. How can I assist you in achieving your goal? Because I want you to keep impacting people the way you do and I want to be a part of that journey with you. Because, to me it is exciting. it is

**Gary:** Yes, yes.



**Robert:** It's funny that you talk about material things that would come along with that kind of wealth. Last night, my wife and I were getting ready, because tonight I fly out today to do an event. So, it was a date night, and we're at the mall doing some stuff, taking care of a few things, went into the apple store. And in our mall, I never come across, I thought it was going to have to be in a dealership, but one of my passions and goals is a Tesla car. And in the mall, here's this Tesla car in this little shop and that's their whole dealership. They've got two of their SUV's parked in the basement. to take on test drives. And my wife has never seen one, so we're talking to the guy and I'm letting him explain the beauty of these vehicles. And I know one of our goals, is, we're going to have an SUV. And at Tesla they start in Canadian in about a hundred and then thousand. To me it's not only going to be about earning the Tesla but it's how much value am I going to give in advance, to be able to say, this is something I'm proud of!

**Gary:** Absolutely.

**Robert:** That's why I love that.

**Gary:** Yes.

**Robert:** And let me put it out to you right now my friend. Your goal, you just have to tell me how I can assist you, in achieving, helping enough people to get you to that status.

**Gary:** Thank you, thank you, thank you. I appreciate that greatly. Absolutely.

**Robert:** Oh, I'm having fun! Number five, what do we have for number five?

**Gary:** Recognize that your brain is a receiver set that can be attuned to receive communications from the universe storehouse of infinite intelligence to help you transmute your desires into their physical equivalent. Power. Power. Power. It amazes me man, in 1938 that they spoke like this.

**Robert:** Yeah

**Gary:** This is amazing.

**Robert:** What do you want to call it, channeling whatever you do? The moment you quiet your mind, you're in connection with that higher power. What do you want to say? Higher power? Great spirit? God? Allah? Buddha? Whatever you want to go by, that is so true. You've got to be willing to put yourself in alignment, and quiet your mind and listen for the brilliance.

**Gary:** Absolutely, Absolutely. This is one of the things. This is one for me and I don't think I got this deep on my show with this one. But this is actually one I have believed; I have shared with a few people. My mom, used to say she really felt like she was a little bit of a psychic and I was kind of open minded to that idea. But What I actually discovered, over the years, man, I don't know if you want to call it psychic power, I don't know if you call it that or not, but I do believe that we're always in constant communication. That there is, that the universe, the energy is always talking to us. But I believe that what happens is, because we're a part of a culture that dumbs it down, or numbs it or makes it almost seem

crazy to think that you would have this communication going on. That we kind of ignore certain things. So, I think that, when we're younger, and if we actually stay attuned with it, we have life lessons being told to us. Whether it is make a left at the corner instead of the right so you don't get into an accident. Or, whatever the case may be. Makes you get on this flight so you can go meet Robert Riopel. Or, whatever it is. I think that there are things that we're told but we sometimes, we hear it and we ignore it. And I think it becomes a point after which we ignore it so much, the sound gets lower and lower, to where we're not able to actually get that natural communication that would actually help us to, or propel us to our greatness. Because we numb the way so much and we're looking for answers from people for which we could have come up with on our own.

**Robert:** Oh, oh. All I can say is I'm lit up! Well said. Wow!

**Gary:** All right, let's see here.

**Robert:** I'm loving this! I'm loving this conversation!

**Gary:** Me too! Recognize that your greatest asset is time. The only thing except the power of thought, which you own outright and the one thing, which can be shaped into whatever material thing you want. Budget your time so none of it is wasted.

**Robert:** Wow, tell me.

**Gary:** You know so many people so often think as money as the biggest deal. We're always concerned about our money and we squander time, we squander those opportunities. For me, I try to make each encounter that I have with human beings, important and try to get and give what I'm supposed to receive as well as what I'm supposed to give. Whether it's a brief encounter or if it is a long one. This one has a lot of different meanings for me. Even when it comes out of what I was sharing earlier about an opportunity when I squandered many hours of the day while I was working on the largest deal of my career. And it wasn't until later that I recognized that I needed to do more. I had to spend more time on what I was trying to achieve. This one even goes on a more personal level to me, with family, loved ones and children. Our kids, are not as concerned often times, as we think that they are about material possessions. They are really more so wanting our time.

**Robert:** Quality time!

**Gary:** Quality time! That's so true, quality versus quantity.

**Robert:** Your time is as important, your time is one of the most valuable things that you have. Even as you and I are with or mastermind group, and here we are being of service, on our day of service, giving our time. It would be easy just throwing money at it. I appreciate the hearts and hands, of when I get to be there and clean up the crap after the zebras.

**Gary:** Yeah, yeah.

**Robert:** How do you replace that? It's precious!

**Gary:** Absolutely, absolutely.

**Robert:** I've heard the advice, and I put my spin on it. One of the things you hear of the success

gurus and success teachers saying is "If you want success, shut off the darn TV" and I agree with that, but I don't agree. Because I believe there's something called balance. Because to me, I love TV, I love my movies, it's one of my passions. I love movies, I love seeing how things are done how they're created. But all good things in moderation. I know if shut down my TV and never watch it, I would self-sabotage. I would become so unproductive in other things that it would be so detrimental to my time. Then, what do I do. I record all my shows and when I do my workouts, that's the time, when I'm doing my workout at home, that's when I watch the shows I enjoy. So I do it with moderation and I monitor that time. I just finished recording a webinar on time management and it was cool because I was able to tell people to manage your time and get things done. Because it's tied to what we're talking our number six here. It's all about that time that you have. If you want to have quality time with your family, then schedule in quality time. Get rid of the other distractions. This is about you connected with them and nothing else matters in that moment. You don't have to have quantity, quality, quantity. If you have the quality, that speaks volume more than anything else. Don't you agree?

**Gary:** Yeah, absolutely. And you just made me think about something when it comes to the workout. I'm similar, I'm more like a movie type guy or a documentary or something like that. That could be a treat. I could treat myself by saying I need to work out, I want to work out or I choose to workout.

**Robert:** Good catch.

**Gary:** And in my celebration of that, I watch my shows that I like for an hour at the same time. That's a good little nugget I could use, so I appreciate it.

**Robert:** I've got a 50-inch TV including surround sound system in my fitness center. And when I'm on the road, when I'm in a hotel, that's when I listen to all of my podcasts of all the people I like to listen to while I'm doing my workout at a hotel. I'm using it as my inspiration time. And that's what inspires me to do more of my workout.

**Gary:** That's a good one, I like that.

**Robert:** Cool, I love that we're benefitting each other. So, what do we have as number seven there sir?

**Gary:** Yes, yes, yes. So recognize the truth that fear generally is a filler, which the devil occupies, an unused portion of your mind. It is only a state of mind, which can control by filling the space it occupies with fate and your abilities to make life provide you with whatever you demand of it. Man, you know I believe of it, I've been in discussions about this one right here in your presence. I don't believe in fear, and I've shared this with you and I know people may disagree of how I interpret this part. But I believe in danger and I think they're different. Because that danger can be anywhere. Danger can be a part of anything. Fear however is our ability to understand the dangers and how to manage them. So, to me fear is like a waste of time, it's like a brain fart that keeps me away from moving forward. Because I think once you replace what you have, with fear of, with knowledge of it, with knowledge of how to accomplish or get through that thing, it no longer exists. That's why to me, it's not a real thing. It's made up. Whereas danger may still exist, but once you understand the danger, you protect yourself against it to the best of your abilities and you move forward. Usually it doesn't stifle us to the point where we stop and stay frozen. And I think fear does.

**Robert:** I agree, I'm going to go a little devil's advocate on this one, because I love what you're saying there and I want to do a reframe. And I think it comes, I want to give credit to where credit is due. I'm sure it came from Ken Court on this one. But I loved the phrase he utilized that fear heightens your Spidey sense.

**Gary:** Good, I've heard that!

**Robert:** Think of it like that. The fear, it makes you aware and it's right there in the line with what you were saying. And it's why I want to reframe it, because it's not so much playing the devil's advocate on it, but because it's totally in line with what you're saying. Instead of saying, not believing in fear. If you look at fear as its heightening your Spidey sense, because there are dangers around us, you don't want to focus on them. So, you utilize fear to go Haahhhh! Why is this coming up? And what is it I want to be aware of? so I can move through it. As you say, identify what it is so that it doesn't stop you. And don't get caught up in the fear. Use it as a tool to heighten your Spidey sense, think of yourself as that super hero, you're Spider Man, with great power comes great responsibilities. And with great responsibility comes great power. If you think of it in that sense, as you use it as your Spidey sense to go Hahh! What's the danger here? Ok, how do I understand that danger? So that fear doesn't paralyze me and now it actually allows me to move forward in a safer manner, without being stopped. That's kind of the way I look at that as a reframe.

**Gary:** Yeah, and that works!

**Robert:** And there's something else that hit me, it's how much of a techie person are you?

**Gary:** I'm average!

**Robert:** I learned some new stuff the last couple of weeks.

**Gary:** About what the cloud truly is. Do you know what the cloud is and when everybody is talking about how the storage is in the cloud? Do you actually know what that is?

**Robert:** My assumption is that it's basically a brain in layman's term. I guess a brain for the particular server that you may be with that is providing it. So let's say its Apple, it goes to one of their servers and it goes there.

**Gary:** Okay, close and you are on the right track on it and this is the way I thought of it and exactly the same thing that you have said. And talking with a couple, a cousin of mine who is a techie and my business partner who is a techie, I got this whole new of idea that in understanding what the cloud is picture your laptop that you got in front of you. Are you in front of a laptop or a desktop right now.

**Robert:** Laptop.

**Gary:** And you have your CPU, your processor, and your processor is really powerful. Would you agree? My smartphone have more processing power than it took to put a man in the moon in 1969.

**Robert:** If you believe that a man actually went into the moon.

**Gary:** Like what, that is whole another part.

**Robert:** That is a whole another story but what happen is what people don't realize is that your computer, your system is only ever using little parts of that processing at a time. It is never using a 100% so also the cloud is they've these all server farms around the world so where I live here in Calgary. I just found this out from my cousin; there are 5 major companies in Calgary alone that each has one, two or three. Picture a two hundred thousand square foot building that is nothing but processors. Huge generators kick in when the power goes down. These kick on when the power, the temperature control and air intake control all of these. Two hundred square foot yet that are a small server farm and what it is that they are saying is each one of these processors. If given one task is only ever using a portion of its power so how do we tap in using them more efficiently and so all the cloud is around the world. All these processors, that are being utilized for their full capacity so instead of it for being used in only one job five ten fifteen hundred things can be going on in that one server as the cloud to utilize it to its full efficiency and what is all the cloud is. So think of it read number 7 as he says it in the book and I'll tell you what just hit me while you are talking.

**Gary:** Okay so recognize the truth that fear generally is a filler, which the devil occupies the unused portion of your mind.

**Robert:** So think about this, why is fear able to come in because there are unused portion of our mind because we are only tapping into a minute portion of our possibilities, the infinite possibilities and this is why I love being in the mastermind because now when I'm with other likeminded people, other parts of my synapses is firing to help them, which means because I'm in the energy, so that is why I go to live seminars, this is why I watch webinars, this is why I listen to podcasts because now I'm firing more of my brain which gives less space for fear to come in.

**Gary:** Yes, yes. Love it.

**Robert:** So we are all the cloud babies.

**Gary:** We're all the cloud. Something you shared with me, I'm going to talk to you on offline like you just said that popped in my head man. Instead, I think of yeah.

**Robert:** Okay, let's keep going and let's go to 8.

**Gary:** Alright, when you pray do not beg, demand what you want insist upon exactly nothing with no substitute. I love it!

**Robert:** Clarity equals power and power is not power over people. Power is the ability to do or take action and so yeah when you got that clarity that's says to me. What does it says to you?

**Gary:** Man it says exactly that except that it says exactly that. It say's the other part of do not beg is what really pops out for me cause I always has, I have two young kids my son is a little older than my daughter so she is usually the one that asking for his assistance or asking for a favor or the case maybe. And often times, you hear that she kind a like begging I'm like wait a minute stop begging, stop begging because one I think that you

know it is a dictum mentality and it is you are then also giving your power away on something that you could probably can do for yourself...

**Robert:** I agree.

**Gary:** Or do without for that moment so that cart is what kind of rank as but I do also agree again it brings back to the dividend use of purpose. If you don't know what you want you can't ask the right thing for it so you usually expect a substitute.

**Robert:** Totally agree. Totally agree so clarity get clear be clear on what it is you are looking for and that is why there is a saying if you go back to this particular song some of God's greatest gift are unanswered prayers and it's not that the prayer is unanswered there is just not the clarity in it that the higher power of God whatever you want to go by and he said you know what I'm going to assist you on this. It may be a tougher lesson but you aren't clear. I'm going to help you be clear.

**Gary:** Yes, yes, yes, man. This one the most powerful, I know we have so many people I have my own personal life so many people that this one and the conversation that I having with my buddy. You sit down with so many you have actually taught me this because I have felt pretty good clarity on things but I think it was going training with you. You would train in the way you train in and I was at the mic. I really discovered what my true purpose was without any deviation from it. Man, I discovered it right there and I recall you asking me and how I phrase it, you kind of charge me so that I was clear as I could be without sharing it with you and the audience. And that is where too again I realize, man, you have to be precise you got to be dead on precise on what you want and be able to articulate that very clearly so that other can understand it and brain and attract the help and assistance that you need so yeah. So this one, with everybody now they're starting to tell me their problems, what is your purpose? If you can't tell me that, we have to go backwards.

**Robert:** Yup, absolutely. Nice! Let's keep rolling number 9.

**Gary:** Number 9, recognize that life is a cruel test master that either you master it or it masters you. There is no halfway of compromising or compromising point. Never accept from anything that you do not want and that you do not want is temporarily forced upon you. You can refuse in your own mind or to accept it and it will make way to the thing you do want. I want to read that one more time, this one gives me goose bumps. Recognize that life is a cruel test master that either you master it or it masters you there is no halfway or compromising point. Never accept from anything you do not want and that you do not want is temporarily forced upon you. You can refuse in your mind or to accept it and it will make way for the thing you do want. That is like woo!

**Robert:** And all that I have to say is there anything to even add to that.

**Gary:** Man, woo!

**Robert:** Love it, love it. Is there any part you want to add to that?

**Gary:** That is just so powerful. It takes all the excuse of every conversation I mean I don't care what it is if say you want to change something then they is no way that you can say the excuses on why you can't get there. There is nothing this one is almost like there is

nothing that this is what you want. There is nothing that should get in the way to stop you from getting that. There is nothing!

**Robert:** Come on Gary. I had no choice in this situation. I had no choice. There is nothing I could do about it. They didn't give me a choice.

**Gary:** Absolutely, that is for the lack of a better word that is a sucker conversation. It just woo, woo!

**Robert:** And since you brought up warrior, will go back right to the equation that we teach at warrior. It is not the event that equals the outcome. It is the event plus how you respond to the event that is going to equal to the outcome. You know my podcast in the episode number 3 it is titled choose to be happy. So yes even if the situation happens you didn't think you have a control over, you can choose to be happy and live a happy life instead of being brought down like you've said even if you are being forced upon you well yeah choose to be happy and move forward instead of letting it you put you to victim mode.

**Gary:** Yes, yes, this takes me to another one Robert when my mom passed so my mom passed a little bit seven years ago. She actually had a massive heart attack two day after my daughter was born

**Robert:** O, wow.

**Gary:** And I was you know, my wife was still in the hospital kind of celebrating our daughter's birth and my sister called and I think you may want to come home and mom is the hospital. She had a heart attack and she was on the tough time. She was still in life support and all that. I was able to make a last flight to Baltimore to Chicago. I literally got to the hospital and I saw her eyes open for the last time like the last time in her life and when she passed by birth death certificate she passed after a week ago. I could say it was really not that day. I really think that her spirit was gone after that day but they had her on life support for a week. During the funeral and even in the program, each myself and two of my siblings we all wrote like a paragraph and one of the thing that I really shared with everybody. And so, many of my friends, they couldn't get this was that I shared that I felt that it hurt this is a blessing and I have not discovered at that time what the blessing in her death in that way and at the time that it happened but there was soul searching for me to find out what the blessing and over time, I have several things that I have thought about. One, my sister who has been speaking to her when she was going through the heart problem when she started to having gas or whatever kind of talking to her on the phone but one my sister has she not got to the hospital, my mom got into the hospital and all of that, has she not made it to the hospital. My sister could have discovered her dead in her apartment, which is devastating.

**Robert:** Absolutely.

**Gary:** Had things happened the way they had. I could have not known. I would have been celebrating my daughter and my mom had a massive heart attack. We would have known whatever the case may be and there were so many other parallel things on top of each other that came out of there but the things is I don't know if you are like this knowing your background probably you'll say that it is not quite like this for you because you and Roxy have been together for so long but you know I would say that growing up I had my best friend, my buddies that I grown up since childhood and they are the best men and

two best men in my wedding so I would say they are I would say they are my best friend. But it was when my mom passed; I actually realized that my wife was my best friend. And pigging back from an earlier conversation or early part of this thing, I was talking about the deal of that lost and I had a depression. My mom actually passed maybe about a year after that so here is financial peace, here is my mom who is one of my biggest inspiration kind of both things having at the same time but it made me grown closer to my wife and realizing that actually my best friend lives in the house with me.

**Robert:** Wow, thank you for sharing that with us. Yeah how many people don't get that and it is it all comes down to you having a choice in every moment. How would you look at it? What are going to focus on? Focus on what you want instead of what you don't want. I know for you, folks have a great time with your mom. That is more important and focusing that she is not here with you in the physical point.

**Gary:** Yes, yes.

**Robert:** Thank you. Your sir, number 10 I can't believe that we are already at number 10.

**Gary:** Number 10, lastly remember that you're dominating thoughts attract a definite law of nature but the shortest and most convenient route that physical counterpart. Be careful what you thought dwell upon.

**Robert:** Yup and isn't that what we have been talking about all the way along and like I said focus on what you want instead of what you don't want and we have been so conditioned to focus on the thing that are not right in life and look I'm bringing it back to the election again. How many people I understand there are riots in the US yesterday that you know people are being vandalizing stuff? You know for me, why? Why? Why? Okay the person you want, didn't get in so for the next four year are you going to be the most grumpiest, unhappy you know miserable person to be around or are you going to decide to say that I am going to create my own reality and I'm not going to let a political party you know make my life god or bad or otherwise.

**Gary:** Absolutely, absolutely. Yeah, yeah. For me, you know it is so ironic man because I have so many people that work all over me. I did a podcast. I called them our natural born terrorist US terrorist. It was Donald Trump. To me it just solves the hate and dispute but at the same time with all that being said again with him becoming president doesn't dictate the outcome of who I am or whom anyone of us are unless you choose.

**Robert:** And that's it you know, my focus would be on the healing that would come from this because I'm going to choose to focus on that. He's going to step up and have to or not have to. I'm going to put up the hopes. I'm not going to put my expectations on him because that is not fair on anybody else but to me what I would love to see is a beautiful possible outcome is that there is so much to make US great again so much healing can come from this not only for the different cultures of the country. But what about what is the possibility of the healing that can go on in Donald Trump. Making it more of it as an acceptance for other maybe more of an acceptance on for the way things is. Actually, I think I would like to see some changes in him where maybe some humility will come in. I was telling people in here in Alberta where I live back in the 80s, the mayor of the city where I live ended up becoming the premier of our province and that was like the governor of our state. And he had a hide as thick as a rhino and his determination was I'm going to make Albert great, I'm going to get it out of its deficit. We are going to make it a



profitable province. We are going to do what hasn't been done in decades. He started making tough decision. He started treating it like business and he had all these what is the word I'm looking for. In business, you have unions, he had all this unions he had all these big support groups picketing him, calling him down and he just kept on trying what he said and promised. Once we had the 88 Olympics not only our country had the best ever Olympics that was profitable but also I province ended up having totally no debt. We were on the black all the way along and we were the strongest province in the whole country in fact in the economy of most of the country. And because he was willing to move forward with what he had promised and not let politics and politicians keep him off track and he took some hard hits. Like he went no, this you voted for me because you said I'm going to do this and so I would love to see that Donald Trump treats the government like a business because he is a very successful businessman and I believe the country could use business tact instead of political tact.

**Gary:** I'm actually optimistic. You know that was what was funny because you know I was literally I was up the night of the election about 2:30 in the morning literally arguing what. I was not arguing they were arguing with me but going back and forth in Facebook with close friends of mine that I went to college with and all that. I was so upset and I was really I woke up and the day next, this is good for the country you know we have been so complaisant so many people look at Barrack Obama who I'm still a fan of. I still don't think that he did what he said that he'd do. I think many of us expected that he'd going to do for the country but so many people thought that he was the messiah. He was the you know, disappointed you know. They were looking at Hillary may be like someone that maybe she can kind of keep this of flow or whatever case it may be. I am actually kind of optimistic that you know it gives everybody a chance to reflect those who kind of get lazy and thought that everything is okay, those who were angry you know whatever the case may be. It hopefully inspires people to get out and do some real work and be a part of the change they want to see and that is any of this stuff. I don't care who the president is. You know if you are going to be above the true process. The voting is the easy process. We were talking about when it comes to time and money. The voting is like money. You know you go in and one day you push the button and you are done. I am mean what the real work is what you actually committed to doing to make the change you want to see so.

**Robert:** That's right just like what you have been saying from Mahatma Gandhi is be the change you want to see in this word. Be the change and you know it is interesting because of what you've said if you look at it Hillary got the majority of the popular vote but to have success you have to be willing to make unpopular decisions and one of the things that I agree with you Barrack when he got voted in. it is like people, we are behind this guy but what happened he got caught up in politics. And the power of politics is amends and so what I think that Trump had gone to him like politicians don't. He is a businessman and it is about you make the unpopular decisions that needs to be made to do what needs to be done and so these next few years are going to be interesting to be an observer of.

**Gary:** Yeah, yeah. The man has already fired like two campaign managers and they weren't performing so got rid of them. Some were like hey...

**Robert:** And he knows how to surround himself with great people and he continues to do that. He's going to get the best advisers I think you've ever seen because it not going to be about political game. It's about what needs to be done to get the job done to make America great again. Cool...

**Gary:** Cool man.

**Robert:** Gary, man. I've been lit up the whole time. I've just this is by far my favorite episode now and I don't know how we are going to be able to top this but I'm up for the challenge but I want to do and I want to continue collaborating with you because having this conversation brought so many new things to life for me as I'm hoping and trusting it does to the people that are listening right now. And I think that we create our own let's create our own mind based cloud. Let's create a cloud of masterminds of what we are tapping at each other's potential so we don't allow for fear to come in those spaces because we are not just processing 5% or 10% of what our possibilities are. We are utilizing 65%, 75%, 80% of our possibilities and allowing it to help others to put out in advance the indirect proportion like we said of what we want to receive in our lives. I think you and I could actually create something powerful that way. Are up for the challenge my friend?

**Gary:** Thank you. Yes, yes.

**Robert:** Well excellent. You know well I'm going to wrap this up. I look forward to the I'm going to let you know it's going to broadcast it's going to be in about 3 weeks when we need the recording here. I'll make sure you know the date when it comes out because I can't wait for this one to go over all over the internet. You are amazing. I thank you for the time for being with us and for your insight for your passion and your clarity and being willing to be having this conversation. Thank you for being you.

**Gary:** Thank you, Robert. Thank you. I'm just taking it all in trying to work on receiving and you tell me with. I'm just trying to work in receiving. Thank you, thank you.

**Robert:** So ladies and gentlemen, this is *Success Left A Clue* episode 12. Remember that we always live with passion. Always live with passion. Till the next event, enjoy life take what you learned here. My suggestion is really listen to this again and again. You can go to [successleftaclue.com](http://successleftaclue.com). The whole transcript will be there free to download. This one is what I'm going to get through with a highlighter and study the heck out of it. So for Gary Rahman, the rock man will really say yeah it would not be really complete how can they get more of you? Please tell us.

**Gary:** Yes, yes. Thank you. You can actually go to my website, which is Gary Rahman. Com which I'm going to spell for you. Everyone it's G-A-R-Y-R-A-H-M-A-N so again R-A-H-M-A-N.com where they could actually find more about me but they can also listen to my radio show if they hit the radio tab there that I do every Friday live at noon, eastern standard time called Connection and I'm also, they can get me on twitter at [grock7000](https://twitter.com/grock7000). That's [grock7000](https://twitter.com/grock7000) and I also have a fan page on Facebook, which is once again Gary Rahman, your real estate rock star.

**Robert:** Awesome. Thank you again and we look forward to doing more with Gary. And thanks to everybody for continuing to listen to this podcast. I'm having a blast as you cannot tell at all. And I'm going to continue to bring you value like this amazing man.

**Outro:** You've been listening to *Success Left A Clue* with Robert Raymond Riopel author of the soon to be released book *Success Left A Clue*. We hope today's inspiring message brings you closer to your dreams. To access program notes and helpful links, visit [successleftaclue.com](http://successleftaclue.com). Turn your dreams into reality. Please join us again for the next episode of *Success Left a Clue*.

