

## TRANSCRIPT

File Name: SLAC\_EP\_13\_Complete

Duration: 00:15:37

Welcome everybody to "Success Left a Clue." This is Robert Raymond Riopel calling to you and today we are on episode number 13. Lucky number 13. This one I am really excited because here I am again. I'm back in India right now. I'm on a trip where this week I'm in India teaching a very, very powerful program starting tomorrow morning. And then, from here, I fly on to Ho Chi Minh in Vietnam, ready to teach another amazingly powerful program.

Aw, man, I love my life. I wanted to do a quick recording today or I don't know. It may be quick or not so quick. Who knows? You see, here I was, I'm in my hotel. I did a lot of traveling to get here. I just finished recording a webinar for one of my programs. And I was going through some very, very powerful things on how to set yourself up for success and how to be able to move towards your goals and your dreams. One of the things that I had written down in my script that I was talking about on the webinar, as I'm reading now, I'm going through and I'm like, "This is a great topic for a webinar." I'm like, you know what? Here's what I'm going to do, I'm actually going to create, I just finished doing the webinar.

Actually, it's going to be a great topic for a podcast, getting my mind going, right? So I decided, I'm going to sit there and record this podcast while it's fresh in my mind. So that I get it done while it's here, while it's on top of my mind. Instead of forgetting about it. Instead of relying myself to remember it. Because one of the clues if you remember, I'd like to tell people it's the clue of 'write it down.' While it was written down in front of me on the script that I created, so I'd written it down. But I knew if I actually didn't take action, I would've put that script away. I would've closed it out and probably forgot about. So hitting while the iron is hot, here I am and away we go.

So on the episode today, what I want to talk about is a three-step thing that you can do to create success in your life. Now, a lot of people don't think about is an absolute clue. I guess one of the reasons I decided I want to record this is one right now in this moment is that most of you know I'm getting ready to release my first book called "Success Left a Clue." And depending on when you listen to this podcast, it may have already been released. But here we are, we're nearing the end of 2016. While I'm recording this, it is now getting ready for Thanksgiving in the US. So Happy Thanksgiving to all of my US friends. Although the replay of it or the actual air date is going to be a couple of weeks after that but here I am.

My book, which is going to becoming very, very soon. It has gone through a few different name changes. When I first originally start writing it, I decided to call it "If They Can Do It, I Can Do It and So Can You." When originally came up with that title, I had the blessing of meeting and getting to know Mark Victor Hansen, one of the co-creators of "Chicken Soup for the Soul" books. I asked him if I could tell my title and I told it to him and he kind of looked and thought and he said, "I can see that. It reminds me of when I was child and my older brother was riding his bike. And it was time for me to learn to write mine." I got to get my words going here. I must be still have a little bit jet-lagged. That's going to be the next podcast.

So here he is, he's saying, "My brother was riding his bike and I was getting ready to learn to write mine. My parents wanted to put training wheels on it. I looked at him and said, No. If he can do it, I can do it." He says, "Well, I see it not as a powerful enough book title. It could definitely look probably be a chapter title but not a book title." And of course, I had been learning a lot in personal development. So I knew enough not to take it personally as like this guy, he has sold millions and millions, literally tenths and hundredths of millions of books with his Chicken Soup for the Soul. So he obviously knows what he's talking about. I'm going to listen to him.

So at that time, I ended up, "OK, I'm not going to write that, the book title being that. And instead of trying to figure out what I was going to write, I just let it be. I let it set." Here we are. It was a few weeks later, my

wife and I are on a journey. We're in our truck and all of a sudden, inspiration hit. I said, "Honey, write this down." And the next title I came up with was that, "Three Two One Rich." And so three easy steps to creating wealth and abundance. And so she wrote that down for the longest time. She had written it on a sticky note. And we stuck it up in our truck since that's where I had thought of it. And for years, we'd even actually, for those of you don't know my book, it's been years in the making. Years.

My first initial conversation when I first thought of it was back in 2001 when I had the conversation with Mark Victor Hansen. 2001. Here it is 2016 and the book's not out. There's a whole a lot of lesson behind that. When I first conceived I wanted to write a book, I had no idea. I just know I wanted to be about success. But I had no idea what is going to be in it or what I was going to write. And isn't it interesting that even though I physically wrote the book eight years ago, the transcript today that's going to come out is completely different than what I even wrote eight years ago. See, I'm a different person now than I was eight years ago and who I was 15 years ago back in 2001. And so like me, it's transitioned, it's journeyed. And so the name we've done that as well.

So here I am getting ready to do the webinar, bringing this all back. And one of the tips, it's a formula for success that actually has three two one in it. And so it all brought me back to that. I think that's what triggered the fact that I wanted to record this one today.

So on this episode, this one is called "Three Two One Rich Formula." And this is how you create wealth in any area of your life. This is a clue a lot of very successful people believe in. A lot of very successful people actually live their lives based on this. And that's why it's called the "Three Two One Rich Formula for Success" because don't get me wrong, Is it for money? Yes, but you can also use it for happiness, health, relationships, all areas of your life. Because as I've said, many, many times before, we are holistic beings. We are holistic. You cannot impact one area of your life without impacting the other areas of your life.

Here's what they are. In your life, if you want to be successful is have at least three coaches. These are the people in your life that are there to guide you, ask you the questions, hold you to a higher standard, help you accomplish the goals that you're setting out to teach you what you don't know to guide and draw out of you your passions. So you could have a coach in your life, to your fitness. Someone who's showing you how to do the weights, spotting for you. Do these reps, change your workout up here, do this, and being there day-to-day every time you workout. You can have a coach that is for your nutrition, teaching you what to eat, how to mix up your different carbs and complex carbs and simple carbs. What to have for fruits, what to have for vegetables, maybe what power shake or green drink to have in the morning. You could also have a coach in your business to show you how to grow your business to another level, to notice and identify what's not working.

One of the tips that we also put out in the webinar I just recorded is you want to identify temporary defeats. Identify and learn from them. That's what a coach does very, very well because as we discussed crap happens in life. I came up for an acronym. I'm going to use a word that people put a negative connotation to. The word "shit." Shit happens in life. Well, if you noticed and you realized that there's temporary defeats, a defeat in your life. Some can be temporary if you choose to get through it or it can hold you back for a lot of years if you to decide that this is going to be a life-altering/changing I've been defeated.

When I first came up with this acronym, for me now is "shit" stands for show how it's temporary. So if you got a temporary defeat, show yourself, prove to yourself that it is temporary. Show how it's temporary, so that you can then move on, move past it. That's what I'm talking about. A coach is there to do that. Three coaches in your life at all times.

Whoa, wait a second, Robert. Isn't that expensive to have coaches? Maybe yes, maybe no. I'm sure that you have skills that you might be able to be a coach for someone else. Maybe you can do bargain, you can do a trade. But here's the thing, it's expensive not to have them in your life. So three coaches.

The two is to have two mentors in your life. See now, here's the difference between a coach and the mentor. A coach is they're the person that walk with you, work with you, show you what's not working, hold you accountable. All those things I had mentioned. A mentor is someone who's already achieved something that you want to achieve. And so you learn from their success, you follow the system that they have followed. They're not their to pull out of you the answers. They're to say, I want you do this, this, this, and this and you listen to them. Now, of course there's a lot of great mentors out there and one of the questions that comes up all the time is, Robert, what if the person I wanted to match me doesn't want to mention me or they're not alive anymore?

Well, ladies and gentlemen, there's more than one way to have success. This is another clue for you. Find or create a way. for example, I love to read biographies, watch biographies. I've talked about this a number of times. Because when you get the story behind the story, not comparing your success to someone else's but you'd look to how they did it. There's so many successful people out there have been so documented, you can actually find either through their biographies or other ways. You can find a way to get mentored from them even if they're not doing it with you personally. So don't let the fact that maybe they are past on or whatever hold you back. You find a way to still get mentored. So you can have someone who is actually personally mentoring. Maybe you want to be great in real estate. So you decide, I'm going to be mentored in real estate.

Last podcast, episode number 12. Oh, my goodness. The interview with Gary Rahman. Did you guys get the power that if you haven't listened to it, go back and listen to it. You have to. It's going to be one of the best hour and 12 minutes of your life. Because we weren't talking about real estate but it deals with every area in your life. So if I want to get better in real estate, I'm going to get a hold of Gary Rahman because he's a real estate rockstar and I'm going to be mentored by him. So three coaches, two mentors. And the one always be part of at least one mastermind. We're talking about, in the last webinar. Webinar, podcast. I'm getting mixed up because I've been so many. But in the last podcast, one thing that we talked about is someone I've been thinking about is instead of having the cloud for your computer only, why not about mindclouds. Being able to utilize more of your brain power because you're masterminding with other people.

Again, one of my mentors talks about, he says, "Get yourself into a group. Say, a group of 16 people where you meet regularly and no one is from the same industry, no one has the same expertise. Because now you're going to tap in. When I wanted to talk about training, the other 15 members, they will tap into my brain about my experience what I can teach them about the training arena and they're going to utilize that. They're not going to try and figure out on their own. I will utilize my brainpower to teach them and match by them, come up with the ideas. When I want to learn about real estate, have someone from real estate. All these different areas. We mastermind to look at the problem from different areas. Look at what we want to create and because we have people from all different genres, all different experiences, what you can create is amazing. This is why Napoleon Hill was so passionate of in his book "Think and Grow Rich" about having masterminds. The power of one-on-one doesn't equal two. I look at one-on-one,  $1+1=11$ . Because you quantify your possibilities when you mastermind with other like-minded people.

So think about this, "Three Two One Rich." If you want to be rich in life, all areas of your life, then make sure, ladies and gentlemen, you have three coaches, two mentors, in a part of at least one mastermind.

So that's episode number 15 right there. That's it, that's all. So for "Success Left a Clue," this is Robert Raymond Riopel. Remember, always live with passion. Again, if you would do us a great favor, I know it takes extra time but we'd love if you do it. Go to iTunes and live us a comment. Let us know what you're thinking of these episodes. You guys are amazing. I look forward to talking to you through the next podcast, episode number 14. So have a great day wherever you are and we'll talk to you on the next episode. Thanks, everybody.