

TRANSCRIPT

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Welcome everybody! This is Robert Raymond Riopel, welcoming you to Success Left a Clue Episode number 20. This one's going to be a dive right in and get to it because it's interesting over the last couple days I've been doing some of my power mentoring calls, where I get on the phone with some of my students. And I got 15 minutes to just download to them what it is they have to do to be a trainer and go to another level. And it's really interesting is that I kept coming up with one of the same lessons time after time after time.

And finally, it hit me as I am coaching these people, mentoring them on the same topic even those different people, so my mind went well I guess now I know what episode number 20 is going to be about that. And it is a huge clue that most people don't even realize it actually holds back from progressing. It holds them back from having the success they truly deserve and they truly can have. And so I want you to really pay attention to this one because it may sound simple but do not let the simplicity fool you.

So episode number 20 the title for tonight's or today's podcast is simply – Less is More. Less is More and here's what I mean by that. Most times we try to fill in every little space, every little explanation with as much as we can, trying to give directions to the finite whatever to the littlest detail. Whereas if we just say what we mean, get it out and let it be that that would be a big difference. So let me give you an example of what I'm talking about.

A number years ago, when I first coaching and mentoring other trainers there was an amazing gentleman, he is still a great friend today. You got this brilliance about him and he's able to take the complex and really explain it to people. In fact, he studies quantum physics and at the same time he was also a monk for eight years. A monk for eight years and he studies quantum physics, meaning he teaches you all about spirituality and then he can actually back it up with quantum physics.

And so, the first couple of times I watched him present, it was really interesting because his brilliance would be coming through and he would be delivering so much that also you need to see people get over this, this glazed look on their face. Because he was actually just -- he had such amount of information to the technical details that awesome people just started checking out because they couldn't get it.

And so, I took him to the side one time and said, Greg I'm giving you a nickname. I'm going to call you my quantum monk. I said and I'm going to give you what is going to be the most important lesson for you as you move forward impacting lives with your training. Are you ready? He's like Robert I'm absolutely ready, bring it on. And I said less is more, I said you are dazzling people with the amount of brilliance you have but they are only getting it to a certain level. So what I want you to do is I want you to actually give less information, let it sink in, watch it land, watch them get it. And you will see that people will connect with you even more than they already are right now.

Now being the kind of person he is, he was totally open to that coaching and so that is exactly what it would do. And I would watch him and he would do his talk, he would tweak it, he would give it again, tweak it and each time he would adjust it, take a little bit of information out. Not that he was giving less value but he was explaining it in simple terms instead of trying to fill it with all the fillers. Now him being the kind of person he is that he likes to study, for him to have all that information was awesome for everyday people that he is teaching. They want to give me the details but make it easy to understand. And interesting enough the people that want to know more they're going to ask for more

and then boy can he get into a conversation with them.

So that was years ago that I kind of came across this but then I started to notice it in trainer after trainer. And it usually comes with new trainers because what it is they feel that they actually have to try to wow the people and show just how smart they are. And it comes from being nervous, it comes from having maybe not as much confidence that the experience will give you. As you go along and you just do something again and again and again you master it. You say it, you practice it, you do it well that brings to it an automatic confidence. And with that confidence also now you can start giving less data, less filler and actually allow the real nuggets of gold to land.

And so, over the last few days as I've been doing some of my power mentoring calls that's what I've been noticing. It's, all of a sudden, here we are. Time and time again I'm giving out the exact same instructions. Telling the person less is more. Say it with me less is more. And what's really interesting about that ladies and gentlemen, that which we need to learn the most we teach. So here I am in a new project, something new to me. Something that I am learning it and as I'm getting into it I'm getting overwhelmed I'm getting frustrated I don't think I have enough I don't think you have it down.

And I get on the phone with my mentor he can sense that I'm being frustrated. And he said Robert take in a deep breath let it out. And he's walking while he's talking to me because that's how he thinks the best he just starts walking. And he starts breaking it back down to step by step and all of a sudden there was that one-handed clap again. And I realized I'd been making it too complicated trying to put too much in because it's something new for me. And because it's something new I thought I had to fill it. But the moment we went to that less is more him now mentoring me that less is more and also, we brought it down to five easy steps. Boom I had it. There it was easy enough to do and practicing it over and over and over again is pretty awesome.

So that's a theme for today's podcast episode number 20 is less is more especially when you're new at something. Allow the practice to get in there. Be willing to sit in that quiet space. Your mind might be freaking out. But that's just your mind because it's new to your mind. Don't feel you have to fill, fill, fill, fill. Less is more, less is more, less is more and on that note we're going to wrap it up. So Robert Raymond Riopel, Success Left a Clue episode number 20 remember always live with passion. And keep in mind less is more. Thanks everybody look forward to seeing you on the next podcast.