

## TRANSCRIPT

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[Intro]

Well, hello! And welcome once again to *Success Left a Clue*. The weekly podcast where I do take notices in lessons from all around the world, those clues that success give, turn them into the general life lessons and deliver them here on this podcast. Of course, this is Robert Raymond Riopel, your host, feeling blessed to do this. This is episode no.59 and today's episode is called *Fear*.

One person's pain is another person's pleasure. And the question is, how do you use that to your advantage? And so, what's interesting, this is going to be a bit of a carry on from the last 2 episodes, 57 and 58. And, talk about those only quality people, talking about, it just kind of tie in, doing those podcasts kind of made me start thinking more and more about it.

And what is that stops people? Well, we've talked before on the podcast about what I call *The Lone Wolf Syndrome*, where people think they have to do everything on their own. And one of the biggest kind of holdbacks for people having more and more success is the fact that they try to do it on their own, is the fact that they think they have to be the advertiser—the day to day operations, the accountant, the everything. And they wonder why they get burnt out! They wonder why they get stressed and so on so on.

On the last podcast, we're talking about only quality people. Well, let's put another twist on that one. Because this is what it's talking about. There are things that people don't like to do or they're afraid or they're uncertain. And let's be clear. The biggest part of it is fear of the unknown. I don't know this or I don't know if I am great at it. I don't know if I can learn it. And so, they have that fear on different aspects of their business or their directions, their dreams, whatever it is that they want to go for. And that's one of the things that holds them back.

So that's why I said one person's pain is another person's pleasure—meaning. when you are looking for those only quality people, like we talked about in the last podcast. Also kind of put into your mindset, who's good at what I am not. And if they are good at it, a lot of times, is they enjoy it. They enjoy it and that's why they are good at it!

So, let me kind of give you an example of what I am talking about. When it came to writing my book and getting my book out there, I knew that I had never written a book before and I'd never marketed a book before, I'd never launched a book before. And so, one of the people that love to do stuff like that is my business partner Jason. And Jason is a wiz at what he does. So he became a big part of that, only quality people, but he also loves it. Other things that Jason loves is he loves technology. He loves the behind the scenes. He loves programming. That's why he is the one doing the programming for AmentorA, to do version 2.0. Because that's the stuff he loves. He's the one that even as I record this podcast, I record them, I write the title, I write the subtitle, I do the description, all stuff that I can do quite easily. But, I have Jason upload it to iTunes to be able for people to get it and to launch each one, schedule each one for launch. So that's the stuff that I still have a little bit of fear in doing. For him, it's second nature. For him, he loves doing it. So that's the way I look at it.

When it came to, now I'll go back to another example, just kind of help draw this through examples. When my wife and I first bought our Domino's pizzas, we tried to do our accounting on our own. We hated it. We had fear in it. Our business partner, he was trying to do it. It wasn't stuff he liked to do but he was going to do it to save us money. And it was disastrous.

So after 3 years, we actually ended up separating our kind of partnership. We had once told we're left, just now caught up, we had now taken another store out of bankruptcy that we are operating. My first decision that we decided to do was let's find a good bookkeeper. And the city that our new store was in, which is in Westbank, British Columbia or today it's called West Kelowna Estates, we met a person who actually was one of our customers. Her husband was one of our drivers. She loves book keeping.

So what did we do? Instead of trying to do it on our own, we went to her and hired her as a bookkeeper. And I'll tell you, we learned very quickly. It's not just in time but in money alone, a great bookkeeper, a great accountant will save you way more money than it would ever cost you to pay them. And so now, here we were, saving money by having someone else doing it. We took that off of our mindset so we weren't trying to have to worry about doing it in life work. We took away a fear.

So that's kind of like I say, tying all 3 of these podcasts together is about surrounding yourself with great people, not trying to do it on your own. Look for quality people. But, also look for the people that love to do what you don't. Because, what you hate, what your fear is, there's people that love to do it and for them it's second nature. I don't care what realm it is. I don't care what area it is. If there's something that you don't like doing, I guarantee you there's someone who does.

So this is just a fairly short little podcast. I want to get this one out because yeah, like what I say with the other two, it hit me. And what a great little kind of bring those 3 in together. So, episode no. 59, *Fear*. And that's it. One person's pain is another person's pleasure. How to use that to your advantage?

So again, we thank for being on the podcast. We thank you for downloading them. If there is any way that...we'd love to get your feedback. Send your feedback at [info@amentora.com](mailto:info@amentora.com). Let us know what you'd like to learn about. What kind of clues to success that you would like us to do a podcast on? And I'll make sure I do that. Also again, please feel free. Go and write us a review. Leave us a rating. Help us get this out to more people because that's what we love to do. And, you can go to Amazon, order my book *Success Left a Clue*. If you haven't done that yet, go to Amazon. We have it in Canada and the US, books waiting to ship. Or, you can even do the electronic version. We have the eBook up now.

So thanks ladies and gentlemen. Robert Raymond Riopel, reminding you, always live with passion. And I cannot wait to have you on the next episode of the podcast. Have a great day. We'll talk to you then.

[Outro]