

TRANSCRIPT

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[Intro]

Hello! And welcome once again to *Success Left a Clue*, the weekly podcast where I, your host, Robert Raymond Riopel, get to deliver to you on a weekly basis the clues that I learned to success from traveling around the world, being in day to day life just like you. Those clues that I see that I then turn into general life lessons and deliver through this broadcast. I want to welcome you to episode number 60. And today's episode is called *New Things Equal New Success*.

Are you stuck in your old ways in doing things? And it's interesting that I did not have this listed as one of the podcasts that I want to record. I go back as I mentioned several times in my podcast, I utilized one of my clues so much, the clue of write it down. When something comes to me, I instantly grab out my phone or grab a pen and paper, and I write down what it is that just came to me so that I don't forget it. I don't rely on my mind to remember it. And so, I have a few different episodes listed down, possible ideas that I can record. And today though, this one came to me. And so, let me kind of backup and explain how that came about. Well, to explain it, I first got to tell you where I am.

I happen to be right now in Berlin, Germany. And for those of you that like history or history buffs, you know this place is so full of history. That's one of the things that I love. Now, hey, unfortunately this trip is going to be a quick trip. It is currently a Thursday night. I'm about to go down, check out my venue for tomorrow morning. I'll be on stage for 3 days—Friday, Saturday, Sunday—all day, each day. And then, first thing Monday morning, I actually fly back home.

So I'm not going to have a lot of time to do looking around and soaking in. The biggest part of it was the drive from the airport to the hotel we're I'm at. And I was just looking around at the history, the architecture, the old buildings, just the ways things are set up and I was being very, very present in watching that. But on this trip here, the idea came for this episode. So just before I boarded my first flight, I took a picture of myself on my seat or actually, not just before, I was actually on my first flight and I titled it. I put a post on Facebook basically saying, "Hey two new things. First time flying KLM Airways Royal Dutch Airlines, and first time going to Berlin, Germany."

And it kind of struck me. It's not so much that it's my first time going to Berlin, but it was my first time being on KLM Airways. And why was that significant? Why did that kind of lead to this new things equal new successes? Well, here I am, I keep pretty stuck that when I traveled, I want to make sure that I talk about it in my podcast. One of the things that if you're traveling a lot is have a membership, stick to it, get the points, get the recognition so you get taken care of. That's why I'm part of what's called Star Alliance.

Air Canada is my main airline that I fly. Air Canada treats me like gold. Every year I put on well, over 100,000 miles with them of flying. And so, I met their top tier statues and I get treated well, which also means I get into a comfort zone with them. So this trip was kind of planned last minute for the bookings. And so, when we started doing the pricing for the staff, they started to send me itineraries and possible trips to stay with Air Canada or a Star Alliance partner was going to be significantly more expensive in business class than flying with say KLM.

And then they ask if would I mind find KLM so that they could keep the prices be a little more economical and my initial response was, "Look, it's not my fault that you guys booked last minute. It's not my fault that we won't be able to get the fares I usually like to fly on or one of the airlines I usually like flying, but I'm taking a step back. And you know what? I'm also a team player. I understand stuff happens, not a problem. Let's do it." And so, here I am, I'm now not in Star Alliance.

So I started up a new membership so I could at least track or get points for what I'm doing and I was like, "Okay, I'm going to be open." And then because I was open, I was open to the experience—open to the experience of I've never flown with KLM. I've heard some great things about them. Let's experience what their surface is like. And I'll tell you, I am so glad I did because when I'm now open to it, I'm not stuck in my old ways or I'm not stuck in going, you know what?

My preconceived ways doing, my old habits. Oh I'm not going to be treated this well. I'm going to have as nice sort of lounge. They are not going to acknowledge me before as being one of their higher echelons travelers. I'm like, you know what? Let's put that aside. I really had an amazing experience—very, very comfortable, able to get what I needed taken care of. The service from the cabin attendants was amazing. They were there interacting. Some of the nicest cabin attendants I've ever met.

But then what really truly summed it in and really blew me away was at the end of my first flight, I went from Calgary to Amsterdam. So for a short flight it was only 8 and a half to 9 hours long. And the end, just as we're getting ready to descent into our landing, the cabin attendant comes up and he's got this tray of these figurines and they're all buildings, little houses, architecture, all different designs. And I said, he comes to me and I'm like, "What are those? And he says, "Oh, have you not flown KLM before?" I said, "No, this is my first flight." He says, "Well, let me give you the talk. He says, "We have now been in business for 98 years. And every year we come out with a new figurine. And as our gift to you, at the end of the flight, you pick which one you want. This is the most recent one. This is the one for 2017, our 98th year and each figurine, the chimney actually is a sealed cork and there is a Dutch liquor in there that as a gift to you, you not only get this gorgeous well-made personal figurine but it also has, if you want to enjoy it. It has the Dutch liquor in it."

I was absolutely blown away. And so, how I've been stuck with no, I need to be on the airline I want to be on. I want to be on the itinerary I want to be on. I would have never been able to experience this. So I bring it back to you, in your business, in your life, in your relationships and everything you do. How often are you getting stuck with your way of doing things? Your way of how it should be or how it has to be or why it should be this way or whatever. I want you to start thinking about that. And just notice, are you actually truly open or are you only open as long as it goes your way?

Because ladies and gentlemen, I'll guarantee you that if you were to step back and be open and try new things, you will equal new successes, because, a) not only that you give me something else that I want to impart another clue to success, it was an absolutely phenomenal reminder to me that I am no different than anybody that I'm teaching. I caught myself there. I was almost about to say I have to be, but no, I choose to be. I want to be an even better person than I already am. I choose to have even greater experiences. And so, to do that, it is about being open and trying new things. So that's it for today's episode, *New Things Equal New Success*. Are you stuck in your old ways in doing things?

So thank you again. I'm going to acknowledge you for listening to the podcast, being a subscriber. I know there's people that are religiously listening to this every single week and it's because of you that I'm going to continue to deliver this podcast because I'm having a blast doing it. I'm learning just as much from putting them together as I hope you are getting from listening to them.

As always, if there are things you want to know, things you'd like us cover, you can send us an email at robert@amentora.com. And I'll get it on to *Success Left a Clue*. Episode number 60. Always live with passion and I look forward to having you on the next episode.

Have a great day!

[Outro]