

TRANSCRIPT

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[Intro]

Welcome again to Success Left A Clue, the weekly podcast where I, your host Robert Raymond Riopel, take all of the different clues to success that I notice around the world as I travel inspiring lives. I take them and I turn them into generalized life lessons for you, you're the listener. It is for you that I am doing this because I love being able to deliver information and as long as people keep downloading and listening to the podcast, I'm going to keep doing it.

We are already over a year in, having a blast. This is Episode #66. Today's episode is titled, it is called *Facilitate to Educate*. What that means is when we're talking about facilitate to educate, it's creating the space versus controlling the space. I'm going to go into my training expertise. Since 2002, I have shared the stage with some of the top trainers, presenters, entrepreneurs in the world and I have noticed that there's differences between one style versus another style, what makes someone mediocre, what makes someone great. And that is, the ones that are absolutely amazing and phenomenal and are able to transform lives, in other words, take people from where they may be stuck and get them to move and go into a whole new direction or to go in the direction they truly want, they are able to facilitate those people. They're holding a space where no matter what needs to come up is able to come up. That's why I said it's about creating the space versus trying to control the space.

What that means is, you get someone who is maybe a leader and here's what goes into business goes into all areas of your life. If you're a leader and you're trying to control things, that means you're not open to allow what needs to happen, happen. You're trying to control every little aspect. I'm talking to you, the entrepreneurs, the solopreneurs trying to do everything yourself. You're trying to hold or really have that space where you're controlling it, controlling it, controlling it and if you were to step back and put yourself in a position as a leader where you empower others, you create a context of space in your workplace, wherever it is, I don't care if it is a one or two-person operation or if you have a lot of people.

What I'm talking about it that you create an atmosphere where the people that advice you on accounting, they know they can do what they're good at. The people who are looking to do advertising know they can do what they are good at. Does it mean they have to be perfect? Probably not going to happen. But if you're trying to control the space, you're actually going to create even more issues because if you're controlling it, everything has to be the way you see it.

And that's awesome, that's good, that's where some of the magic comes from. But the true magic becomes when you are facilitating. You set your intention, you spread your message, you allow people to see the vision of what you have and then you allow them, because the space is there, to be able to do what they do. Does that mean it's always going to be easy? Does that mean it's always going to be done in smooth fashion? No. There may be bumps, there may be bruises, there may be hiccups and here's my message to you, that's okay. That is absolutely okay. That's where some of the magic... and I'm going to use as an example.

I have been training trainers since 2002. I've been helping them own the stage, be able to take the stage, create that space. A lot of time, especially new trainers, they think they have to control it. And so, when they're taking a special share from the audience, one of their greatest fears is that what if someone gets upset? What if someone gets mad? And so, they think they have to try to create a space where that's not going to happen and what tends to happen is they actually attract that kind of chaos, attract people getting upset. Their greatest fear is what they manifest into the audience. If someone explodes or wants to say

something that maybe they don't believe or they don't agree with what the trainer is saying and the trainer then goes into a defensive mode because they're trying to control it so other people don't get upset, it can get pretty, pretty messy.

I had a trainer like that a number of years back around 2006 or 2007. They were taking shares and they did a very powerful process. It was one of those processes that forced or meant to force people to get out of their comfort zone and see what was holding them back. People get upset. This one person, he really wanted to share. The mic was passed to him and it was his turn to share. He started, "This is not wrong..." and the new trainer he decided, "I have to be right." And he had to control that space. Instead of letting the person vent and get it out, knowing that it was a safe space to do that, whatever his opinion is, is okay, he started to justify or this is why you got to see it this way, this is why you're wrong, this is why you're not seeing it properly and they got into a battle back and forth.

As a trainer training the trainer, I had the space, I had set the context, I allowed it to go for a few minutes then I turned my mic on and said, "Look..." I can't even remember what I said but in 30 seconds I was able to take the energy and dissipate it. I was facilitating. I wasn't trying to control it. The very next share was another person that was upset and again the new trainer got into that space and tried to convince them why they were wrong, why it has to be this way or that way. Instantly, I just turned on my mic and I said, "Look, we need to make a correction here." And we made an adjustment right there on the spot. My debrief with the trainer later on was, "You're trying too much to control. I want you to create the space. I want you to facilitate."

What that means in your business, in your life, in your relationships with others and yourself. I want you to set a code of honor as one of my mentors, Larry Singer says from *Rich Dad Poor Dad* advisory. He says this, you set yourself a set of agreements, the rules of engagement, it's what you hold yourself to. You're creating the space and then it allowed you to be able to move freely within that. By doing that, you're able to know that you can have the bumps and the bruises if they need be and you can allow those to slide.

In your relationships with other people, you set that context and if the context is going well and you're facilitating it, it will allow for that creative differences to come up and you can get through it. But if you're trying to control it, it's going to cause you to lose great people, it's going to cause you to not be with a higher-grade people because people sense subconsciously when they don't feel, even if it's coming out of your mouth, that you want to allow them to express themselves. They get it that you really don't. They get it. That it's okay to express themselves as long as their opinion meets your opinion.

Do you want just 'yes' people? Again, I'm not talking just in business but I'm talking in personal relationships. With divorce rates over 50% for first time marriages, second time marriages even greater, third time, astronomical. Of why they don't succeed and it's usually what it is, is people are looking for someone to agree with everything they say, agree with their opinion instead of being able to have their own voice. When I say facilitate to educate, I'm not just talking about being able to educate others or grow others. It's about growing yourself as well. Being willing to be in that space where you are there knowing that it's okay because the space has been set.

I hope this makes sense, I hope you get it because if you don't, send me an email. Send it to robert@amentora.com, robert@amentora. Think of the word mentor, put an a at the beginning, an a at the end. So, robert@amentora.com. Send me an email. Let me know your opinion on it. Let me know what you think because I'm not attached with having to be right. I just want to facilitate you being able to go to the level you're truly capable of because I see greatness.

As my friend Les Brown says, “You have greatness in you. You got to be hungry.” A lot of people, they just don’t understand or don’t realize just how great they are. And so, when you have that space to allow your greatness shine through, god, bad or otherwise, that is okay. Everything happens for a reason and that reason is there to serve me. That’s what we’re talking about. That’s what I want you to understand. That’s facilitating to educate, that’s creating the space instead of trying to control it.

Ladies and gentlemen, that’s the message for Episode #66. I hope you enjoyed it, I hope you get it. Again, even if you disagree, I’m totally open to that. Email me, let me know. Let me know your thoughts. I look forward to hearing from you. This is Robert Raymond Riopel for Episode #66 of Success Left a Clue. Remember, always live with passion. I look forward to having you on the next episode.

[Outro]