

TRANSCRIPT

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Hello and welcome once again to Success Left a Clue, the weekly podcast where I, your host, Robert Raymond Riopel, travels around the world, notice of what's going on and takes the everyday items and turns them into little clues toward success.

So today, we are on a roll. Today is the day where I'm actually recording a number of different podcast, all on the same day to be put out one week after the other and this is Episode Number 71. Episode 71. And I'm still in India. Well, because again, I just did another podcast. I'm recording this one. So 71 and this one is titled, *Confidence Not Arrogance*.

It's interesting why this one seems to be coming up from me, because as I travel around the world that I talk to a lot of people and see what is going on for people, see what's working, what's not working and looking at the mindset, I love to study the mindset of people. And one of the things I've noticed over the last little while, that seems to be kind of re-occurring theme that holds people back from going for success, holds them back from having more happiness, or more health or wealth in their life is they look at successful people or rich people and sometimes they notice that the ones that make the news seemed to be very, very arrogant.

And of course, if they don't want to be arrogant themselves, they will then sabotage their success, so that they don't become seen as an arrogant person by other people. And that got me thinking because I can only come from experience and this is exactly the same kind of things I have gone through in my life. I know it's a battle I fought. Do I have to be arrogant to be better? Do I have to be arrogant to be on the bigger stage as a trainer? Do I have to be arrogant to put a deal together or put through, out negotiate someone?

After a lot of kind of introspection. The answer came to me, for me, and I want to be clear, this is an answer for me. It doesn't mean it is going to be the same and the right answer for you. I'm just going simply ask you to check it out and see if it resonates. If it does, then that's awesome. And that's why I talked about confidence not arrogance. See that's the thing. What does it take to become successful? Well, if I going to use the terms of a trainer, when I train other trainers one of the things I say that you need one of the most important things is practice, practice, practice.

And that is the biggest key. Because when you practice, all of a sudden, you'll be able to get out of your head and into your heart. When you're out of your head, you connect with your audience. When you're out of your head, you actually have the confidence that you know what you're talking about. And where arrogance seems to kick in, is I will see, you get that saying "Fake it till you make it". And that's where arrogance comes in because people will try to overcompensate for their lack of practice and lack of preparation by being arrogant so that they can hopefully bluff their way through whatever it is. And I'm going to tell you that doesn't work.

It may work for the very few people who can really, really pull it off but I'll tell you what. Those are the kind of people I choose not to be around. So, I gave the example if you're doing training. What if it's a new arena? You want to become a real estate agent. Well, then that's why you study and you practice and you actually get together with people. You let them know that you're there to serve them. You let them know. This is where one of the other podcasts, that people think that being vulnerable is weakness. Vulnerability in my opinion is actually strength.

So if you're real estate agent and you're new, that people know, you know what? I'm new with this. I haven't been here long. But because of that I'm going to work extra hard for you. Because I'm going to make sure I look at all the I's being dotted, all the T's being crossed, making sure that I am taking care of you as my client. Because that's how I am going to best learn. I may make mistakes and I'll let you know upfront. If I do, I will correct them as quickly as I can.

See, that's having confidence in yourself. That while you're learning, you can still keep moving forward, you can still keep doing what you want to do, you can still keep taking care of the people that you want to take care of—clients, family, whoever that is. Be confident and that takes practicing. People think and I'd go back to the saying that to become a master of something, you have to have 10,000 hours or you have to do it 10,000 times. That scares people. People think they can bypass that. And again, it's where the arrogance comes in.

So my wish for you, is that you have the success, you have the happiness, you have what you want. It is the same thing. Let's go back to doing a podcast. I can't believe over a year ago when I started this. Episode Number 1, I was terrified. What am I going to do? What I'm going to say? How it's going to work? And today, when an idea pops up, I write it down. When it's time to record it, I don't preplan what I'm going to say.

I just have that confidence in myself that you know what? I'm going to be able to move forward. I'm going to be able to deliver a message that hopefully that is going to impact everybody. Is it going to change everybody's lives? Probably not. But if I can even help one person, because of the message I put across, that's what I'm talking about, that's what makes it worthwhile. And again, the world, there's so many examples out there of arrogance. And let me be clear, if that works for you, that's okay.

But if it doesn't, then go more on the common. Even if you like arrogance, be confident with it. Be prepared. Do the studying. Put the work in. First, you put the wood and then you get the fire. It's not the other way around, ladies and gentleman. You cannot bypass the work that needs to be done. Look at any successful person in any field and if you dig it deep, you'll see that they've put the work in. Prepare, prepare, prepare. Practice, prepare. Work at it. Whether you're an actor, whether you're an athlete, whether you're a business owner, whether you're in university, whether you're in school, whatever it is.

Have the confidence in yourself and confidence comes from practice. Arrogant comes from not being prepared. Again, that's just my opinion right there. Take it, leave it, do whatever you're going to do with it. That's my perspective. That's what I see in me. And so, that's why Episode Number 71, that's what it's about.

So, my gift to you or my request, my hope for you is that anything that you're worth, you're willing to do, anything worth doing that's special to you, it's worth putting the effort in. And once you have that confidence, watch how that will speak volumes. People will get it. It will be on air. You won't even have to say a word sometimes.

So, on that note, Episode Number 71, *Confidence Not Arrogance*. I hope you love it. I appreciate you listening to this podcast. You're awesome, and I cannot wait until we have the next one and you listen to that one as well. This is Robert Raymond Riopel for Success Left a Clue. And as a reminder, always live with passion. Thanks everyone.

[Outro]