

## TRANSCRIPT

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[Intro]

Hello and welcome to Success Left a Clue, the podcast where I, your host, Robert Raymond Riopel, brings you the clues that I learned, lessons I learned around the world, turning them in to success clues and delivering them to you through this podcast. I want to welcome you to episode number 77. This is episode number 77.

And in this episode, one thing you may be aware of is occasionally you may hear some sounds coming through that sounds like cars honking, possibly sirens going off, stuff like that. And the reason is because I happen to be in my hotel room, sitting in Chennai, India. The episodes that I've been recording seem to keep coming from this amazing, amazing country. In fact, when I'm recording this, it's now already my third time in India this year and we are only in the third month of the year. So it's really cool and that's why a lot of the recordings I've been doing have been coming from India. And so, how appropriate that the title of this one, episode number 77 is *Success is Like Driving a Car in India*.

Now, that may sound odd like an odd title. But let me explain what I'm talking about. And first, I'll start by letting you know that car is going to be an acronym, CAR. And we're going to talk about what it actually means how I got the lesson and how you're going to apply it in your life. Because I'll tell you one of the things that I've become very, very accustomed to you, as I travel around the world impacting lives, training lives, helping people go to the next level, no matter what level they're at. I don't care if you're struggling. I don't care if you are doing okay. I don't care if you do a phenomenal. Every single one of us can go to another level. Guaranteed, we can always go to another level.

So one of the things, I have accustomed myself doing as I travel around the world is I'm watching. I'm watching, I'm aware. I'm being present to the lessons that I come across. Hence, why success left a clue. I'm looking for those clues that are around us every single day of our life. And this one came to me from just the last trip I spent here in India. I flew in. I did a three-day powerful, powerful training, helping people find and identify their mission in life. And then determine what their vision is. The vehicle in which to live their mission so that they can do what their passionate about and make money doing what they love.

And then after that, I end up touring to 3 other cities and delivering evening previews to our talks. And while I was doing this, all of a sudden, I'm traveling a lot from in the vehicles to get to the airport, airport to the hotels. Hotel to the venue, whatever it was. And every time I experience the traffic here in India, it always blows my mind, how they can be coming within millimeters inches of each other. The horn seems to be the most important part and it's not that to horn or honk at people out of anger. It is just to say, hey, I'm here. Hey, I'm here. Be aware, I'm here. Careful I'm here. And so, it seems like make up for one system.

Now, when you're driving in India, very seldom have I ever seen anybody even being distracted as to listen to music while they're driving because that's the key right there. You have no choice. You have to be fully present to be able to drive a car in this country, especially during rush hour times, which tends to be almost every hour of the day. As you're driving around, the cars, the motorcycles, the three wheel auto rickshaws or tuk-tuks, they're just maneuvering in and out, in and out. And they're taking their space, they're finding space, similar to one of my podcasts I did early on, when I'm talking about the traffic that's

in Thailand. And as I'm watching this, as I'm experiencing that, as I'm in it, I've learned to be just, I don't stress. I'm along for the ride. I'm aware of what's going on.

Well, on my last trip, just a few weeks ago, when I was here in India, all of a sudden, I got this light bulb that went off, that led to me writing it down. I pulled out my phone and I wrote down those words in my notes on my phone. Success is like driving a car in India. The C of the word car stands for Confidence. To drive a car in this country, you have to have confidence. You have to have confidence in your ability. You have to have confidence in your judgment of where you're at. You have to have confidence or else you're not...it is not necessarily going to affect you so much, but all of the other vehicles around you, you're gonna feel that energy that non-confidence and you're actually gonna vibrationally impact the other vehicles around you, whether you know it or not.

So to drive a car here in India, you have to have absolute confidence. And when you take that to the other side, how do you apply that to success. Well I think you would agree ladies and gentlemen, that to have success in life that takes confidence as well. And I'm not talking arrogance. Let's be clear. I'm talking confidence and confidence comes from what? It comes from practice. It comes from honing your craft. Gets from learning, adjusting, enhancing, not just getting caught up in the status quo. Because as vehicles change and people start moving quicker, just the same thing, the world around us is always changing. So if you're not growing yourself, you're not enhancing your skills. You're not continually learning and owning that confidence, that authentic confidence, not arrogance. You're not going to have the success that you truly can.

So that's the C. C stands for confidence in both driving and in your success. Let's get to the A. A stands for Awareness. See, to be able to drive a car successfully in this country, you've got to be aware of the other vehicles. You got to be aware of who's behind, who's beside you, if there's a railing because if you're a little too close and you hear that honk, that means someone's coming between you and the railing. So you've got to be aware of that. You've got to be aware of the pedestrians that are crossing everywhere. They're not waiting for vehicles. They're just crossing. It can be at the middle of the road. It could be at a crosswalk. It could be, well, it's just everywhere. So you have to have that awareness. And that's why being present is so, so important. Because if you are distracted, even the tiniest little bit, your awareness goes out the door. And isn't that the same for success?

You have to have awareness of what's going on, awareness of your marketing, awareness of how others perceive you, awareness of if your skills need to be enhanced, awareness of if you're dragging behind or moving forward. You have to have awareness of where things are. You have to be present. You will be more successful the more present you are. The more present you are, the more aware you are. The more aware you are, the more success you will have.

I hope this is making sense. Now let's get to the R. The R stands for Responsiveness. See when you're driving a car here in India, you have to have that confidence. You have to have that awareness but you also have to be able to respond that if someone steps in front of your car, that stops too quickly or whatever or car comes too close, you've got to be able to respond, react. So it can be either of those. Respond or react. You've got to be able to do that in a nanosecond, in the blink of an eye, without it being jerky, without it being... it's smooth, it's flowing. Because when you're aware, when you're confident, when you're aware, when you're very present, your response and reaction rate takes it in a flow.

It becomes that flowing motion instead of that... almost like you're being proactive instead of reactive. And reactive, I'm saying the R stands for Responsiveness and Reactiveness but you've got to be able to be proactive in that so it is flowing. So that's the key and isn't that the exact same thing in success. You've got to be able to respond that what happens if, in our Domino's Pizza days, a flyer went out, we're staffed.

We have all these staffs expecting a big rush and all of a sudden, the rush doesn't come. We've got to be able to have the responsibility to be able to say either how do we get some sales going on right now or how do we start flowing out the staff and checking them out, so our expenses are going through the roof for the day.

If you're sitting there and maybe, now the other side, we didn't have a lot of staff in the store because we weren't expecting that busy and all of a sudden, you get that unexpected, what we call a slam, where all of a sudden, the phone starts ringing off the hook, customers start showing up to order from across the counter and you've got to be able to respond and hand that. Do you have a driver on call, do you have an extra in store that can, in a moment's notice, be there, do you have the ability to quickly put the phones on hold, get a couple of pizzas, get them in the oven, take the phones back, back off, take more orders.

You've gotta be able to respond or react in a proactive manner. That takes planning, that takes the confidence and the awareness. It ties it all together. So tying it all together like I said, episode number 77, success is like driving a car in India. If you can drive a car here, ladies and gentlemen, you can be successful anywhere in the world. Now, I'm recommending you come to India and learn to drive here. Sure, why not. I'm not suggesting it but why not. Because I'll tell you, it will teach you a lot of those lessons.

So I want to thank you for being a listener. I want to thank you for checking out our podcast. Remember, Success Left a Clue. My book is now available also in the kindle version or eBook version. You can go to Amazon.com or Amazon.ca and download it from there. Or hey, we have the hard covers, we also have the soft covers that are for sale as well.

I love doing this podcast. I love having the book out. I love traveling the world, being able to impact lives. So I want to thank you for being a listener. Episode number 77. Success is Like Driving a Car in India. You're awesome. Have a great time, day, night, whatever it is for you. And remember, always live with passion. Thanks everybody.

[Outro]