

TRANSCRIPT

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[Intro]

Well, hello and welcome once again to Success Left a Clue. The podcast, where I, your host Robert Raymond Riopel go through everyday things and pull out the nuggets of gold to deliver to you as clues to success.

Today, Episode #89 is titled “Being Naive, What Does It Costing You.” One of the things I wanted to do on this one kind of go back to something that I talk about on few of the podcasts about the initials in my name, R.R.R, Robert Raymond Riopel. They also stand for real, relevant and repeatable. This episode is one that we are going to really keep it real. I like to keep things real because to me it’s very, very important. And going back to another podcast, vulnerability is strength.

A lot of people don’t know that or they don’t believe it. They would like to believe it but they don’t. And in my experience, it truly is. Today’s episode, the reason I bring that up is, yeah, I have to be a little bit on the vulnerable side because some of the realizations that I have come to in the last little while, kind of case in point on that.

So let’s dive into this one and let’s hope that if you can relate. I can help you learn something maybe and take your life in a direction towards achieving the goals you want because you’ll realize that maybe you’ve gone through something similar or the clue just hits up. Whatever it, it is.

So, being naive, yeah, I can be naive in a lot of different things. One example of that is, and where this kind of started to formulate in my mind of what I wanted to do as a topic. I tell the story from stage of how one of the things I didn’t notice when I was growing up is that my friends, all around me, their parents were fighting, fighting, fighting. But I would not see my parents fight. I didn’t see my parents ever fight.

So imagine my kind of dismay when I came home one day and my parents were fighting. I walked into the house and there they are, fighting. In my mind, because I watched my best friend Daryl, his parents fighting so much that they actually got a divorce. And my mind, all of a sudden, went, if my parents are fighting then they must be getting a divorce. And I got emotional. I left and I ran outside and talk to my friends.

So I share this story all over the world and what I have engrained in that, I didn’t realize at the time how it impacted me because I just thought that this was normal. But I guess, to other people it’s not. Your normal is your normal; plain and simple. And I didn’t realize that throughout my life.

If my wife was upset about something, I would shut down if we we’re around others. If we’re around other people or someone was close by, I would just want to keep it quiet. This is not the place, this is not the time and I would try to avoid these situations. I don’t know if I was trying to model my parents or if I was trying to pretend that having an argument or having a fight is not good. Whatever it was, this was coming up.

Just over the last month or so my brothers and I, I have two older brothers, we were getting together; we were having lunch. My wife and I were down in lower mainland of Vancouver area, British Columbia in Canada. We’re there for a friend’s wedding. I met up with my only one brother and he would put us on a plane and we flew 25 minutes over to Vancouver Island where my other brother is. He met us at the airport. We went and he drove us over to a little café, had a great meal and catching up.

Then, all of a sudden as we're just talking and catching up and all that, my one brother said something very interesting that just blew me away because I hadn't realized. He talked about how one of the things he was taught by our parents when growing up was that you never air your dirty laundry in front of other people. You never argue in front of other people. That was their belief that in a relationship you did that behind closed doors and how that had messed him up because he had been trying to do it.

And as I am listening, I'm going wow. I can relate to this. Oh my goodness I can relate to this. But you see I just never known that part that this was something they live by as a rule to me. I never knew that part. So I was naïve to that part and when I look at it, what it was costing me? It would've been costing me speaking my truth in the moment when needed to be spoken.

I always felt I had to hold it back until I was in private and then that was the place you did it. I was being naïve. And so that was kind of a revelation, just one of those aha moments. And so I started thinking back to myself, "Where else in life have I been naïve?" Where else in life have I been holding back" And then I started popping off all these different times in life where that has been a norm for me; that being naïve and not really questioning or looking is the reason this is done.

Let me give you another example. I guess that's the only way I can do it. When I'm talking about the training industry, again people see me all over the world. I do a podcast, I have a book out, I train in front of hundreds and thousands of people. This weekend I'll be doing a 3 day training for around a thousand people in Brazil.

To me, this is the norm and so people look at that and they go wow you're awesome, you do what you do, you love what you do and this is easy for you. And it's like in reality though, it's no. I struggle at things. I still go through things people go through and I just bottle it up. But because I'm so passionate about it I push through. I make it a reality.

So one of the things that I've been naïve about though is something I've known for long time but I continued to do anyhow, is I'm naïve to the fact of the lessons of don't compare your success to anyone else. I did a podcast on this. Again that which we need to learn. That is the reason I'm teaching this, because this is what I go through ladies and gentlemen. Do not believe I'm perfect. Do not believe I have it all together. I'm like you. I'm an everyday person and the reason I am where I am at is because I've taken what I'm going through and I learn from it. I move forward.

And I was naïve to the fact that, here I was thinking that if I am just open and share everything I know with anybody I meet, then that's what you do. And it's a good practice to go by. But then I started realizing how often sometimes it comes back to bite me in the butt. Because I share something with someone to help them avoid mistakes, avoid maybe going through half of what I have gone through and all that.

And all of a sudden, try to be there and be supportive. Too often find out that they maybe they turn around and they take the same information and they sell it. They make money of it. They're turning into dreams. I am doing it as a way of gift, as a way of giving back and just as the way I am, and thinking hey this is what you do. But then wondering why there isn't enough people who are creating success to a bigger extent than maybe I have.

And again I'm not comparing my success to others but then going, what's the lesson here? I'm always looking for the lesson in everything I do, ladies and gentlemen. Looking for the lesson and realizing, you know what, because I do have great information to share, I'm going to give value, value, value, value. But at a certain point, I'm going to put a price to it because like all of us, we deserve to be remunerated, monetized for what we know. This is called your intellectual property.

And this is what people don't know about the training industry or a lot of people may know but not really acknowledge it. But all the information that's out there today is not new. It has been around for decades and hundreds of years. It's just the way you grab it and put it together and you put your perspective on it. That's what makes it new. So it's not that the information is ...

So yeah, do I begrudge to people that have taken the information I have given them, turn around and found a way to monetize it? No, I'm not going to resent that. I'm going to own it and say if they can do it, how can I do it? If they're doing it, why am I not doing it? And I'm going to continue giving away tons of value.

I'm going to make sure because that's who I am. I'm going to be true to myself. Get another podcast. You got to be true to you. And so, I'm going to do and give tons of value but I am also knowing that there are pieces that are valuable enough that people have to pay to get it, so that they can use it. And the reason that I say have to pay to get it is because if they don't pay, then they won't value it. And that's another way I would be naïve.

So let's just get to the real meat of this. I thought I could help everybody. When I started in this training, I thought I could help everybody. That's why I got into the training industry. And even though my first initial intention, if I could help one person and I have. But then as I help more people all of sudden is like wow, how many more people can I help.

And so if I'm in front of a room of a thousand, my naivety is every single one of these people is going to take this information and they are going to rock. But that's not the reality, ladies and gentlemen. Research shows three percent of people will ever use the information you give them; three percent. So I wanted to be the superstar that brought it to a hundred percent.

And talk about the stress I put on myself. Think about the last episode I recorded, don't stress; commit to getting it done. Well that was one of the big stresses I was putting on myself; is that I had to make it where everybody was going to do it, everybody could take it.

I run masterminds. I do coaching. I do mentoring. And I'm thinking everybody's going to get to the level that they succeed, to the level that they can. I am now realizing I can only do what I can do. I can't take responsibility for what they do. I'm responsible for what I teach; they are responsible for what they learn and implement. Well, I would love to see a lot of people taking advantage of the information and really going forward, absolutely. But I can only do what I can do.

So I'm no longer going to be naïve about that because what it was costing me was the stress. It was costing me trying to force it and so trying to get more people to get on board and do what they are passionate about. Or get on board and have the life they can truly have and that they had to do it. But ladies and gentlemen, you can only want so much for people. They have to make the decisions. They are the ones that have to choose.

And if they are not going to do it, I can't take responsibility for that. You can't take responsibility for that. That's their life. That's their choice. That's their journey. And I've mentioned this on one of the two podcasts I just recorded before this, a book my wife just gave me, a new notebook to keep my notes in, because I just fill journal after journal with ideas, little things I write it down and I read on the front of the book, it says "enjoy the journey" and that's exactly what I'm choosing to do now. I hope you do as well.

So this is Robert Raymond Riopel for Success Left a Clue. Always live with passion. And will talk to you on the next podcast. Thanks everybody.

[Outro]