

# Rapid Learning Model - RLM

September 27th 2016

*“What can be done to help others . . . myself to learn much faster?”*

Jennifer Beletsky - [www.TanglewoodConservatories.com](http://www.TanglewoodConservatories.com)

$$\begin{array}{c} \text{Rapid} \\ \text{Learning} \end{array} = \text{Vision}^x \left[ \begin{array}{c} \text{Curiosity} * \text{Knowledge} \\ \hline \text{Hard Work} / \text{Wisdom} \end{array} \right] \left( \begin{array}{c} \text{Disciplined} \\ \text{Person} * \text{Thinker} * \text{Taking Action} \end{array} \right)$$

Tuesday, September 27th, 2016, started out being a normal day, just like any other day. We all woke up and had breakfast. Those of us that had children, helped our children prepare for school, made breakfast and helped them to the bus stop. We all got ready for work, headed to work and started to do the daily things we all do normally on a daily basis.

It would seem that we were all awake . . . but were we? If we were awake, were we looking to learn something today which would change our lives forever and the lives of those around us . . . or . . . were we just going about life as we do each and every day? Same old . . . same old.

There seems to be . . . maybe an alien present. Someone who is very different than most normal people. This individual, seems very normal or average on the outside and maybe even below average. He's a very different sort of person, once you get to know him. He's very strange in how he thinks, in how he approaches, it would seem, life . . . and even death.

In writing this white paper, we honor the way he thinks . . . but want to make it very clear, this actually has nothing to do with him whatsoever. Nothing! Honestly the only reason we mention him . . . is to create a curiosity in you the reader . . . to help AWAKEN something in you, something that is almost childlike, something that this . . . this gentleman . . . believes is present in everyone . . . but for some reason . . . is dormant, is asleep and is waiting to be awakened.

We'll give this gentleman a name of "Different" . . . but be aware that he doesn't think of himself as being strange or not normal, but believes he is "The Normal One" and it's the masses who are different. It's the masses who are being seduced by BIG (more on that later) into not thinking and accepting things as they are.

**WARNING . . . There are parts of this white paper which may tick us off or make us upset as it will challenge the way we think about ourselves and others around us. What's so very strange about this paper is that it will tick us off . . . AND . . . will move us. We will want to make sure those around us do not read this . . . but will still pass it along to everyone we know. Why? That is the mystery of the man we call Different.**

## **Our Goal**

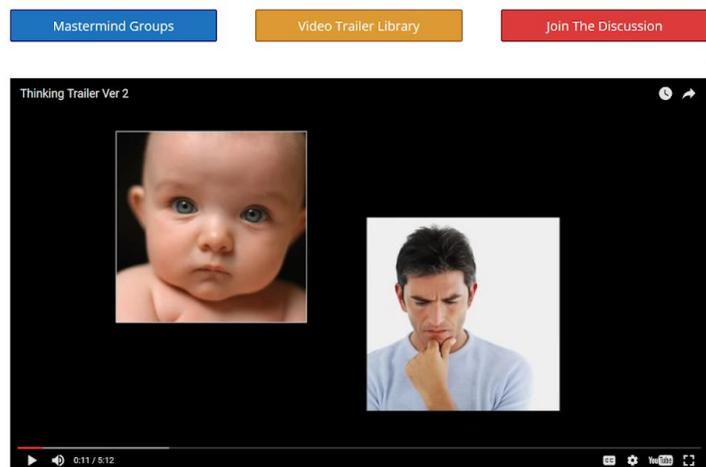
Our goal for you the reader, is to challenge the way you think about learning, about how you think, about your belief systems . . . really about everything.

## **The Danger**

Have you ever noticed that those around us often want us to change? Have you ever noticed that when we do change they kind of get freaked out and don't want us to change. Different has noticed this in people as well. It's like . . . everyone around Different was trying to change him. As he became what others wanted him to become, they seemed to like it even less. Different found this to be very strange and invested decades of his life into discovering why people want us to change . . . but when we do . . . they often don't like it.

It is wise, as one goes through this white paper to watch the videos which are included and do the recommended exercises as they have the ability to transform the way we think.

## **- Learning To Think Differently -**



[www.DNAforSuccess.com/Video-Trailer-Library/Thinking-Differently](http://www.DNAforSuccess.com/Video-Trailer-Library/Thinking-Differently)

NOTE: Just like in the movie Charlie and the Chocolate Factory :-), Different would say, "Do not get angry at Willy Wonka for booting you out of the factory IF you don't follow directions."

## **Our Why**

We believe that every single person on the planet is actually very much like the man we call Different. We believe you have the capability to be so very unique, so very powerful . . . IF . . . you make this choice daily.

We desire to help people to learn to SEE things in a very different way to help us to THINK in a very different way than Normal people which then enables us to DO things we never thought possible.

We may think we're different but are we? Of course we are different, that's a little stupid question as there are not two people, of the seven billion plus people on the planet who are the same. So . . . if someone were to say "You're just like everyone else." Would you embrace this and smile and say "That's so true, thanks for sharing. What makes you say this?" If someone were to say "You're so different. You are so very strange!" Would you say "That's so true, thanks for sharing. What makes you say this?"

Our new friend Different has the same response as both things are true. See . . . to be a rapid learner we must be this 24/7, 365 days a year, decade after decade, after decade. It's not a one time event, it's a journey of a lifetime and Different is starting to wonder if maybe for all of eternity.

Our deepest desire is to help each individual dive deep into their own heart, mind and soul and discover at the core / soul level "Why were we put on this earth?" Different kind of believes or thinks he believes that every single person knows this reason before the age of ten, but then, somehow for some reason they don't lock onto this and hold it deeply. Why? That is something that Different is not sure of but one of the BIG questions he is asking and seeking the answer.

Different realized, at the age of eight years old what his life vision was and has invested 44 years into pursuing that life vision daily. Different believes that everyone single person has a life vision which, once discovered, compels us to become a far better learner than we have been. The larger our life vision the more people we desire to impact the more we desire to become a better student, a 24/7/365 learner.

***"Touch every single person in the world, one person at a time and make a huge impact in every area of their life in a fun and exciting way."***

***Age 8 - Different's Life Vision***

[www.DNAforSuccess.com/video-trailer-library/Discover-My-Life-Vision](http://www.DNAforSuccess.com/video-trailer-library/Discover-My-Life-Vision)

$$\text{Rapid Learning} = \text{Vision}^x \left[ \begin{array}{c} \text{Curiosity * Knowledge} \\ \text{Hard Work / Wisdom} \end{array} \right] \left( \begin{array}{c} \text{Disciplined} \\ \text{Person * Thinker * Taking Action} \end{array} \right)$$

If . . . we all have a very specific vision, a uniquely special reason for being put on this planet then it would make sense that we would need to learn a great deal to fulfill our Life Vision.

The larger our Life Vision is the more we would need to learn.

It would seem that we naturally, instinctively and intuitively might realize that we learn the most during pain so if we want to avoid pain, we need to NOT discover or life vision and/or live it daily. It would seem like we might NOT want to solve our biggest challenges / problems because if we did, we would just have bigger challenges / problems.

It seems that we naturally, instinctively and intuitively might realize that the bigger our life vision is the larger the footprint / legacy we are to leave on this planet the more it will need to be about others and less about ourselves and that would mean our ego would need to be reduced / diminished, i.e. vaporized.

Now this is getting interesting . . . isn't it? If the above is true, then why would anyone want to pursue one's life vision and why would anyone want to learn how to Rapidly Learn more?

$$\text{Rapid Learning} = \text{Vision}^x \left[ \begin{array}{c} \text{Curiosity * Knowledge} \\ \text{Hard Work / Wisdom} \end{array} \right] \left( \begin{array}{c} \text{Disciplined} \\ \text{Person * Thinker * Taking Action} \end{array} \right)$$

Hmmmm, did they say "Curiosity killed the cat?" Who said that? Yes, there is a curiosity that could kill but curiosity also leads to great exploration, learning and growth, i.e. doing what you can, with the right choices lead to wisdom.

## **It's Strange . . .**

One thing that Different finds most interesting about people is . . . how people do want to stand out, but don't as well. People want to think about themselves in a certain way and desire for others to also think of themselves in that way as well.

Let's try an exercise. From a 1 to 10, with 10 being the highest, please rate how strong you feel you are on the following, on the first line and then on the second line how you would desire others to see you as. Put your name in the blank.

\_\_\_\_/\_\_\_\_ - 1. \_\_\_\_\_ is very smart.

\_\_\_\_/\_\_\_\_ - 2. \_\_\_\_\_ is very driven

\_\_\_\_/\_\_\_\_ - 3. \_\_\_\_\_ is so much fun

\_\_\_\_/\_\_\_\_ - 4. \_\_\_\_\_ is very kind

\_\_\_\_/\_\_\_\_ - 5. \_\_\_\_\_ is very loving

\_\_\_\_/\_\_\_\_ - 6. \_\_\_\_\_ is very generous

\_\_\_\_/\_\_\_\_ - 7. \_\_\_\_\_ is spiritual

\_\_\_\_/\_\_\_\_ - 8. \_\_\_\_\_ is thankful

\_\_\_\_/\_\_\_\_ - 9. \_\_\_\_\_ is very \_\_\_\_\_

\_\_\_\_/\_\_\_\_ - x. \_\_\_\_\_ is \_\_\_\_\_

\_\_\_\_/\_\_\_\_ - x. \_\_\_\_\_ is \_\_\_\_\_

List what we believe us to be and what we desire others to think about us. If we're unwilling and/or unable to do the above exercise, that might seem to say a lot about us. What does it say?

$$\text{Rapid Learning} = \text{Vision}^x \left[ \frac{\text{Curiosity} * \text{Knowledge}}{\text{Hard Work} / \text{Wisdom}} \right] \left( \text{Disciplined Person} * \text{Thinker} * \text{Taking Action} \right)$$

In the book, Good To Great, author Jim Collins shares how the most successful organizations have people who are Disciplined People, Disciplined Thinkers and Disciplined in Taking Action, the 3 D's To Success.

What really are the 3 D's anyway. What is being a Disciplined Person. Hmmm, Different seems to believe that it's pretty easy to graciously accept what is being shared if someone is telling us what we want to know / hear or how amazing we are, but few, especially it seems often leaders, those who are actively in groups of similar types of people, seem to embrace someone challenging who they believe themselves to be.

It would seem that someone who wanted to Rapidly Learn something that they would be intentional about being around people who challenged us to the very core of who we were.

### **What Is Learning**

Many people think of learning as something we do in school . . . but is that really true? Hmmm, Different believes that there is surface knowledge and then there is deep knowledge. Surface knowledge seems to come from a book, a classroom, a workshop, from a teacher . . . surface knowledge seems to come from someone else. Deep knowledge seems to come from "DOING" from taking action on what we think we know . . . only to realize that the more we know the more we know we don't know.

## **A Little Background On The Man We Named Different**

For years Different thought he was just your normal average or below average kind of guy. Actually to this day he still feels this way. He grew up in an average middle class family, his mom never worked outside the home in the 55 years the parents of Different were married.

Different's dad was a pastor and missionary his whole life so he was raised very conservative Christian. What's so very strange to Different is that those who have attacked him the most are Christians. It's Christmas day today and we asked Different if we could interview him at 7 am in the morning after Different had gotten to bed at 2 am. He was not only happy to do this, but was excited as he's been thinking about this so much since the meeting with Jennifer and others from Tanglewood.

Both of Different's parents died in the last year. His mom passing seems to have . . . caused him to become unhinged. Whenever people ask him "What does that mean, he shares . . . *"I'm not fully sure. It's almost like my dad and mom, especially my mom who was so very close to me were like governors on my engine. Most people thought I was crazy before my parents died, but now . . . it seems like my craziness has gone to a whole new dimension."*

What does any of this have to do with the "Rapid Learning Process?" Great question. When Different's dad died, Different shared *"When our life vision is bigger than death, we get over stuff."* Different was hurt very deeply in his early 20's and that seems to give him insights into deep pain, hurt and healing that has been a great gift for the last 30 years.

*"When our life vision is bigger than death, we get over stuff."*

Different's thoughts on the passing of his dad.

It seems . . . that great pain gives us the opportunity to learn at a much faster rate . . . especially if we have a big life vision. Most people, and society as a whole, seem to think that pain is bad and to be avoided at all costs but Different seems to run toward the pain rather than away from it.

***Great Pain = Great Learning***  
*. . . IF . . . we make wise choices.*

It seems that society, especially everything BIG, BIG government, BIG education, BIG business, BIG labor, BIG media, BIG medicine and yes even BIG religion seem to tell us “If you trust US, since we’re BIG you can trust us, give us your money, give us your time, give us your lives . . . and we’ll make your lives easy for you.”

Different has been a business owner since he was 12. He has been married for 32 years and has 7 children, 2 grandsons and a granddaughter due in 20 days. He has three brothers and two sisters who also all own their own companies.

Yes, even his siblings think Different is a bit strange and seem to worry about him.

Different is an international speaker and author and people seem to either love or hate Different. Since both of his parents have died and a few months before his dad dying his grandmother who was 99 years old also died. His mother was one of the closest people on the planet to him and seemed to understand and connect with him in a way that others did not. Even with that being said, she also thought Different was very strange at times and worried about him a great deal.

## **Assignment**

If we want to be a rapid learner, it’s important for us to remember specific things about your childhood, before the age of ten and strange things that happened to us, strange ways of thinking . . . List all these things that we or others might find to be a bit strange and/or those things which really deeply hurt us. Different seems to have learned how to embrace the hurt and pain in order to gain the benefit of learning something rapidly.

## **Rapid Learning Counter To Social Norms**

It seems . . . that Different is very willing to go against the norms of society, his family and his upbringing. Different has had a number of very strange happenings in his life that others have not been able to explain? Is this really the case or is it that these types of things happen in all of our lives and Different has just made a choice to respond in a very different way?

We've probably all heard the saying "The line between genius and insanity is a very thin line." Most people who know Different would say they are very sure he has crossed that line. It's strange . . . Different is 52 years old and . . . it's like his mind has reverted back to a young child where he's learning from everyone, all the time.

**Different has reverted back to a young child where he's learning from everyone, all the time.**

For example Steve Casey, a friend of Different shared with different that he ran across some people Different knew and they shared "I hate Different!" Steve shared with Different how he was concerned about introducing people to Different because he's seen Different vaporize so many people in 2016.

Different is seriously considering making a decision to not vaporize anyone in 2017. When Different shared with his wife what he was thinking, Different responded "Well Steve said it so I think I may do it." She said "When have you started to listen to Steve?" Different responded . . . "With a toddler, one has to be very careful as to what you say or do around them as they can pick up anything" and then smiled.

If you are one of the few who personally know Different and you think it's tough being around him, think about how hard it must be to be one of his children or even harder, his wife.

If we want to be a rapid learner we must realize that "We are not the center of the universe and we can learn more about ourselves when we realize that what we are thinking about others is actually true for ourselves."

As you get deeper into this white paper, it will require a higher frequency of listening and deeply understanding. Often our first impression is only the surface impression and we make judgements on others and even on ourselves

that . . . well . . . are not true or accurate. It seems that we live in a lazy society of sound bits, energy drinks, gaming systems which gives us a thrill and drugs (medicine) and psychological experts who help us to feel good about ourselves when in fact we are lazy, sloppy, undisciplined and pathetic.

Think about it . . . “What causes depression?” Obviously there’s not one right answer or one cause so don’t be lazy and stupid and think that what Different shared when we interviewed him is the only reason for depression. One of the things that really bugs Different a lot is when he makes a statement and people don’t listen well, and take what he says to the extreme.

In the past Different may “vaporize” the person by helping to reveal how stupid they really were. Because Different will be seeking to not vaporize people in 2017 per Steve Casey’s request Different will probably just allow that person to go on thinking they are smart or intelligent when in fact they are not.

When we asked Different about how he raised his seven children, he paused and thought for a while. He shared . . . *“I think when they were younger he did work to normalize his children and taught them that ‘stupid’ was not a nice word to use like most parents and most teachers.”* He went on to share that maybe . . . *“As they grew up and started to do very stupid*

*things and do them over and over, again and again that maybe, just maybe he switched his strategy and started to share ‘That maybe they lack intelligence, i.e. they were stupid.’”*

When asked about how that’s working out so well . . . Different laughed and said *“Well it depends on how you look at it. Some of them who practice this more than others have far less friends which means they hang around Different more, which does make him feel like a good dad, but is painful as well.”*

If you don’t fully grasp what Different shared, that’s alright, it took us a while as well and we’re still not sure. If you were to share with Different that you think he’s stupid, his response ticks most people off. His response is *“Hmmm, that’s interesting. Could you please give me a gift and share where you think I’m stupid because I know I’m stupid in most areas but you seem to have insights maybe*

*stupid*

**adjective** stu·pid \ˈstü-pəd, ˈstyü-  
Not intelligent : having or showing a lack of ability to learn and understand things

*that I do not have and I would like to compare your stupid notes of me to my stupid notes of myself and learn from them.”*

He then gets this most disturbing smile and one is not sure what he’s thinking. In a strange sense we think that he’s dead serious where he really does realize how stupid he is or that he wants to know . . . and then there’s another part that’s really irritating that seems to reveal to us our own stupidity which kind of honestly makes us mad. Strange isn’t it . . . we get mad at people who call us stupid or even reveal it to us and then attack someone else with what we hate, we get angry at them for “accepting it.”

Throughout this white paper, our minds will be tested to see how good of a learner we are and how hard we’re willing to work to become a better learner. If you’re asking “What does ‘vaporization’ of someone mean?” A great learner would look it up on their own, come to their own thoughts prior to asking the question.

See . . . when we are lazy in learning we ask others for their thoughts before we come up with our own thoughts. As soon as some shares their thoughts it immediately affects our brain and how we think and / or don’t think. Good idea before we ask someone else for their thoughts to have quickly thought of our thoughts first. :-)

A young child will often test things to determine what effect it will have when something is shared. Even before Steve Casey challenged Different that there was a better way . . . Different had been giving this a great deal of thought, consideration and testing actually. There was one particular organization that Different had done a lot of business with and it seems, that he had vaporized a lot of people in that organization and those people were poisoning Different as best as they could. Different seems to be somewhat either stupid or unconcerned about this and seemed to double down on it.

## *vaporize*

**verb** vey-puh-rahyz

1. To change or cause to change
2. To evaporate or disappear or cause to evaporate or disappear, esp suddenly
3. To destroy or be destroyed by being turned into a gas as a result of extreme heat

What Different found kind of funny was how these people were doing it. They wouldn't say things to Different's face but would say little things here and little things there or even say things like "I hate Different" or "Different doesn't do anything different than what we as a group do."

This organization though, it would seem doesn't have friends like Different does, like Dave Libby. Dave is even more different than Different and Different actually shares how he likes to hang around Dave because it makes Different feel a bit normally. Dave is way out there it seems but Different and Dave have been friends for probably almost two decades.

Many people, especially Christians have shared how Dave Libby is evil and bad which Different doesn't agree or disagree but it's a most interesting perspective. Dave has shared so many different ways of thinking that Different hasn't ever found anyone else to SEE or THINK as Dave does.

Two things that Dave shared about deep learning . . .

### **The Power Of The Pen Principle**

Dave shared about some of the great authors and how villains in their stories were probably family members, friends or those who bashed the author. It might be a dangerous thing to try to poison an author, someone who wields the power of the pen.

Interesting how poison can work two ways and often those who seek to control and manipulate people rather than set them free often end up taking of their own poison. People who seek to sneak around and undermine people or truth may be wise in being careful. Truth has a way of being released over time. Deceivers can share their part of the story and people will believe them in the short term . . . but often time . . . the truth does come out and what is shared to bring harm to others often is a two edged sword and will cut those who seek to bring harm to others.

### **The Power Of Getting Others To Write About You**

Dave shared something very profound where a person becomes even more powerful when others are writing about them, as is the case with Different. The power Different has in being written about is magnified a great deal. Those who fear the power Different has, often are those who seek to protect those they lead rather than give them freedom. Different would encourage you to become an author and then impact others so much that they start to write about you. :-)

## **A Strange Childhood**

Different remembers back to events as young as three years old and very significant thoughts and experiences even at the age of five.

One of the strangest is when Different was 8 years old and with his grandfather and his grandfather said *“Different, when someone shares something with you, there is some amount of truth to it. It could be 1% to 99% true and it’s not up to them to tell you what percentage of truth it is. It’s up to you to determine what percentage of truth there is, where that truth is and what to do about that in your own life.”*

. . . It could be 1%  
to 99% true . . .

Different was only told this once in his life and his grandfather died a year later. What’s strange to Different is how hard it is for adults to grasp this concept. Different can not for the life of him figure out why people get defensive. I mean, he does, but he doesn’t. Yes being told that we’re stupid or even someone revealing it, does hurt but it can heal us.

Tom Kunz, past President of the largest real estate franchise company in the world is a very good friend of Different. The first time Tom heard Different tell that story “Tom got it.” It blew Tom’s mind! Different met Tom when Different was in his early 40’s. Tom shared what his grandfather shared with him as a teenager . . . *“Tom, what I’m going to share with you now, probably won’t mean a lot to you now, but I would ask that you write it down, as it will have great meaning to you in the future.”*

What’s strange is that Different got that as well. Tom and Different were like two boys playing together in their minds.

As far as Different can remember he was never told he was smart as a child, even from his mom or dad? What’s strange is that no one ever really shared with Different that he was smart until he turned 40. Different was a normal, average or maybe below average child . . . but wanted to be amazing and so he decided to do that.

Pretty cool when you think about it, isn’t it. We are all conceived in our mother’s wombs to be amazing . . . everyone of us . . . but it’s up to each one of us to make daily, hourly, monthly, yearly, decades after decade of choices to be amazing. It’s really our choice.

What's most interesting is that when Different shared what Steve Casey had shared, other friends of Different, Anne Wayman, Ed Noel and Toni Bray all shared "Please don't stop vaporizing me." Alan Stein another friend of Different shared that one of the things he liked most about Different is that Different shook things up and things started to change whenever Different was around.

Anne Wayman shared with Different . . . *"You are a Christian but you are more present in the moment than Buddhist Monks I know. You also are very different in that most people seek to help others and you seek to heal others."*

## **Fear**

And just a week ago Different was talking with a Christian from Haiti who is also a business owner and Different was sharing how in his experience that Christian's lacked integrity.

His response . . . well . . . should it be shared? It was most interesting. He became very angry and upset.

There seems to be a dark side to deep wisdom that most people do not see.

## **The Choice To Be Bipolar**

## **Our Messed Up Way Of Thinking**

Often what we think of as loving is actually very unloving and what we think of as being very unloving is loving. Different would say that he's actually Normal and his argument would be that when a child comes into this world they have zero defensiveness and are sponges to learning.

A great book to read is co-authored by four children under the age of five and a gentleman in his 60's. "Being the best student in the world in everything."

## **Assignment**

Write down all the people you WOULD NOT give this white paper to. Go ahead . . . do it, make a list of those people in our life where you would say "I would never give this white paper to." It could be a spouse, family member, a child, a parent, a sibling, a friend, an enemy, a client, a prospect, a partner . . . Think of everyone you know and write down the names of everyone. If you want to save time, you could just group people together and say "I would never give this out to everyone I know at \_\_\_\_\_."

Did you do the assignment? If not . . . why are you even reading this white paper? Is it like a lot of people who go to school, hang around with big names, read books . . . and that is to look smart rather than be smart?

Come on . . . go back and do the assignment. Different is seriously considering not vaporizing anyone in 2017 but that doesn't mean that we can't vaporize you or that it will go beyond 2017. :-)

## **DO NOT GO FORWARD UNTIL YOU DO THE ASSIGNMENT!**

If you move forward without doing the last assignment then . . . well we don't know what to tell you? Kind of stupid actually and it would be better if you don't read anything going forward. Honestly, we're telling you the truth.

Ok, now that you've done the assignment, think about it. Why wouldn't you pass this along to others you know or are connected with? Is it that you're fearful of being connected with Different? Strange isn't it . . . just like what we said at the beginning where won't want to share it . . . but then you do.

What's going to be funny actually is when one of those you wouldn't share it with actually turns around and shares it with you. :-)

See . . . if someone shares it with you before you share it with them, you miss something, you miss a gift due to fear or maybe it's us being lazy, sloppy, undisciplined and pathetic? Or . . . maybe everything we listed on page 4 that we thought we were and / or we would like others to think we are, we're not?

We're pretty sure, by now, that you are someone who wants to learn more and faster and at a far deeper level, otherwise you would never have gotten through this far on the white paper. :-)

Look at all the names of everyone you WOULD NOT give this white paper to and then then ask yourself . . . "Why wouldn't I give those individuals this white paper?" Are we fearful of their response, thoughts or the impact it could make to our relationship? Are we fearful of individuals becoming defensive or upset with us and wondering what our motives were? Do we worry about what they would think of us or what we were thinking in thinking of them? Whatever the reason, what action will we take from these thoughts? What will we learn?

What's interesting is that we ask Different to do the same and he comes up with a list of people in seconds. His list was groups of people, mostly family but also included in the list of people he vaporized.

When asked "Why, he wouldn't forward it to them?" he responded and kind of laughed and shared . . . *"Hmmm, great question. :-) My guess is that they probably wouldn't read it, so why waste the time and energy and if they did read it, they would recognize who it was and a number of people, it seems to me, they are pretty self centered and might think I wrote this to teach them a lesson."*

He went onto say . . . *"Kind of funny now that I think about it, I probably wouldn't pass this along to my pastor, or past pastors or the small group leaders or the men in Act Like Men from the church group as I haven't found them to be all that open to ideas or even what I would consider pretty easy questions. My current pastor actually said to me . . . Different, it's like you're always trying to teach the men, the leaders of this church lessons."*

Right or wrong, Different decided right at that time, without ever saying a word or responding in any way that he would no longer share those things he saw with the men / leaders of that church.

Tom Kunz, in his early 60's shared that he was now at an age where he pretty much had decided he didn't care so much what people thought and was being more direct and honest with people.

Different seems to be doing that more and more as well and realizing that there are 7 plus billion people in the world and he just has to find those who value his gifts and then give those gifts in the most open way.

## Rapid Learning Formula

$$\text{Rapid Learning} = \text{Vision}^x \left[ \frac{\text{Curiosity} * \text{Knowledge}}{\text{Hard Work} / \text{Wisdom}} \right] \left( \text{Person} * \text{Disciplined Thinker} * \text{Taking Action} \right)$$

(Vision<sup>x</sup> \* Curiosity)

(Hard Work \* Focus \* Knowledge \* Wisdom)

# DO . . . at the speed of THOUGHT . . .

## Step 1: BIG Picture

- > Driver -
- > Expressive -
- > Chameleon -
- > Analytic -
- > Amiable -

## Step 2: FUTURE Picture / Driving Force

- > Know the importance of the details to accomplishing desired results.
- > Feel the impact / pain on others.

Question: What is different between those who are business owners and those who are employees? Owners think differently and deeply respect their own 7 T's and the 7 T's of others.

Why / How do they do this?:

1. Discovering my life vision and it being massive and bigger than life. . . it's not just good enough for me to make \$, I need to have a relationship w/ God, wife, and kids, provide for them financially, and provide for my community (not financially but by meeting other needs they have) // What we value in life.

2. Frugality & Stewardship was embedded in my DNA

- When I was in HS I got paid for 4 hours a work / day being a night custodian (they didn't care if it took me 2 or 6 hours, just gotta get it done, but I learned how to get it done in an hour and 20 mins - I became a machine - I learned how to do it the most efficient most productive way.

- My parents taught me - you don't waste anybody's resources.

3. There's a very strong awareness of death - it can come at any time - I don't want to waste any time.

4. Massive love for other people