Sometimes You Win, Sometimes You Learn

LIFE’S GREATEST LESSONS ARE GAINED from OUR LOSSES

Mastermind Facilitator’s Guide
An In-depth Study
10/3/2013

Based on the book

Sometimes You Win, Sometimes You Learn
by John C. Maxwell
INTRODUCTION – The Mastermind Concept

A. CONCEPT OF THE MASTERMIND GROUP:

A Mastermind Study is: A gathering of like-minded people who desire to focus on and achieve their goals through the study of a specific set of information and or material usually from one specific book or author.

B. THIS MASTERMIND FACILITATOR’S GUIDE

The focus of this mastermind guide is the book, “Sometimes You Win, Sometimes You Learn” by John C. Maxwell. Each person this group, you the leader will form, should have a strong desire to fulfill his or her own personal potential thereby making each more effective in their own lives.

This guide is set up and follows the same format as the Participant’s Guides.

This guide will:

1. Add value to your leadership: These are John Maxwell’s “Golden Rules”
   a. Continual learning and growing is a part of the process.
   b. Look to other leaders as examples – I have.
   c. You don’t have to be an expert or even a leader to understand what I’m teaching.
   d. There will be trials and errors. The key is not to make the same mistake twice.
   e. Your ability to become a better leader depends on how you respond.
   f. Effective leaders are always engaged in this paradigm of learning cycle:
      i. Learn it
      ii. Live it
      iii. Lead it
   g. Throughout this guide you will see this paradigm restated as a means to remind you and your fellow Master Mind learners of how the material fits into each of these important steps in the learning cycle.

2. For this book to be effective, you will not only need to learn these principles, but live them and then intentionally lead them as well.

3. It is recommended that each person keep a personal growth journal to track and measure their growth through this study.
4. At the end of each chapter in this guide, there are two boxes:
   a. The Grey Box contains the optional discussion questions. While these may help
      the group discussion, do not feel the group must always discuss each of these.
   b. The Yellow Box contains further aids for you, the Master Mind leader and
      facilitator. These will not show up on the participant’s guides and are designed to
      both add value to you, and give deeper insights to each week’s lesson, and the
      upcoming lesson.

C. THE PARTICIPANT’S GUIDES AND HANDOUTS

1. Along with this Facilitator’s Guide, you will have access to the Participant’s Guides
   and Handouts. There are two copies of these handouts:
   a. Participant’s Guides with “fill in the” blanks
   b. Participants Guides with blanks filled in (Key)

2. The participants in various MMG vary from novices in personal growth, to highly
   trained professionals. Further, each person has their own learning style. Some MMG
   groups work better by providing the handouts with the blanks filled in, but also
   highlighted. As the Facilitator, you will need to determine, along with your group,
   which guide to handout, or even offer the option to the entire group.

D. ACCOUNTABILITY OF PARTICIPATION

1. Meetings will be held in a quiet space free from interruption.
2. Cell phones and all other electronic devices will be turned off for the duration of the
   meetings.
3. Meetings will start and end promptly.
4. Members should provide prior notification to the teacher/coach/leader if they are
   unable to attend or be late.
5. Members are expected to obtain and read the book, “Sometimes You Win, Sometimes
   You Learn” and be ready for each MMG meeting by having read the material prior to
   the MMG.

E. TIMING OF MEETINGS

Meetings should last no less than one hour and should not exceed 90 minutes. This
 timing has been tested and proven over many years and in many situations. It can
become very easy to feel like “they really wanted to talk longer” but this can also leave others who have made the same time commitment feel as if their time is not important.

F. GENERATING A GROUP RAPPORT:

1. Encourage members to support each other throughout the week by keeping in touch via email or a phone call. This “touching base” cannot be underestimated as to importance.
2. Check in on each other to share successes or provide support if someone finds themselves facing a challenge or problem.

G. REMEMBER, THE THREE E’S OF A GREAT MMG:

1. **Expectation** – When you ask your fellow learners to read, to share, and to learn, they will sense the expectation you have for their success.
2. **Excitement** – When the leader is excited, the followers will become excited too. They may ask themselves, “Just what is it this person knows that makes them so deeply into this material?”
3. **Encouragement** – Sharing victories, offering hope and lifting up each participant will help bring them back next week.
4. Utilize the group discussion to generate ideas or suggestions. Remember, this is a “Mastermind” where we are all learning from one another.

H. SHOWING APPRECIATION:

1. When beginning each MMG session, be sure to let all in attendance know how much you have been looking forward to this very moment in time, and how this time is so important for us all.
2. Be sure to thank everyone for being their participation and adherence to the rules.

I. HAVE FUN:

1. Enjoy the study, enjoy the group, and have fun. While many of these concepts can be challenging, finding joy in the entire process will be fulfilling and contagious.
SOMETIMES YOU WIN, SOMETIMES YOU LEARN

“Life’s Greatest Lessons Are Gained From Our Losses”

By Dr. John C. Maxwell

Content Description

What could a hugely successful author, speaker, and coach possibly know about losing? For over 50 years, Dr. John C. Maxwell has lived life, started businesses, mentored thousands of leaders, and through it all, he has won big and learned even bigger lessons.

John takes the reader on a well worn path in the pursuit of raw leadership by examining what every human has in common; those experiences we can all say, “I have been there.” Every one of us has experienced a disappointing loss in our own personal growth or leadership. How we have responded to those mistakes, errors, slips in judgment or just plain missing the goal has formed us even now. No bad experience has to ultimately defeat us. This book helps light the path to a more fulfilling life by examining loss, not from measuring what one does not have, but how loss can bring abundance. Every negative event or loss that occurs can become a great learning opportunity to take us all the newer and greater heights in our own lives.

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CHAPTER ONE

WHEN YOU’RE LOSING, EVERYTHING HURTS

LEARN IT

“Loses Will Occur – So Now What?”

I. THE ONE THAT REALLY HURT

A. John Maxwell Tells A Story Of Deep Personal Humiliation
   1. Recount this story with your group
   2. Describe a time of your own personal “That really hurt” experience
   3. Assessing the loss – What lesson did you learn, from this experience?

II. WHY LOSSES HURT SO MUCH

A. Losses Cause Us To Be Emotionally Stuck
   1. Some can even be a slave to their own moods and feelings. How does this look in life?
   2. Emotions are self-imposed prisons
   3. Getting unstuck emotionally is a key to success

B. Losses Cause Us To Be Mentally Defeated
   1. Success is a product of well managed losses and defeats
   2. William Ward said, “Man, like a bridge, is designed to carry the load for a moment, not combined of a year all at once.”

The quality that distinguishes a successful person from one who is otherwise like him is the capacity to manage disappointment and loss
C. Losses Create A Trap Between “I Should” And “I Did”

1. Highlight these traps stuck people” tend to fall into:
   a. The Mistake Trap – Losses hold us back
   b. The Fatigue Trap – Losses wear us out
   c. The Comparison Trap – Losses cause us to feel inferior
   d. The Timing Trap – Losses make us hesitate
   e. The Inspiration Trap – Losses de-motivate us
   f. The Rationalization Trap – Losses allow us to lose perspective
   g. The Perfection Trap – Losses cause us to question ourselves
   h. The Expectation Trap – Losses highlight the difficulties
   i. The Fairness Trap – Losses cause us to ask, “Why me?”
   j. The Public Opinion Trap – Losses paralyze us
   k. The Self-Image Trap – Losses negatively affect how we see ourselves

LIVE IT
“Turning Losses Into Lessons”

III. THE FIRST LOSS OFTEN ISN’T THE BIGGEST LOSS

A. When We Experience A Loss, We Have A Choice

1. Have your group list some of those choices:

B. Discuss These Three Issues John Cites:

1. The most important person you will ever talk to is yourself, so be careful what you say.
2. The most important person you will evaluate is yourself, so be careful what you think.
3. The most important person you will love is yourself, so be careful what you do.
C. Discuss John’s quote by the yoga teacher Kripalvanada: “Each time you judge yourself, you break your own heart.”

IV. LOSSES NEVER LEAVE US THE SAME
A. Discuss How Losses Change Many Things In Your Lives:
   1. The speed of your success
   2. The way you may succeed
   3. The people who are part of your success
   4. The size of the loss can have a tremendous impact.

V. TURNING LOSS INTO GAIN
A. A Loss Is Only A Total Loss If You Learn Nothing From It

B. Losing Gives Us An Opportunity To Learn IF …We Take That Opportunity?

C. What Does This Quote Mean: “We Only Learn What We Are Ready To Learn”?

D. What Does One’s Attitude Have To Do With Losses?

LEAD IT
“Getting Ready To Learn”

As the MMG facilitator, you will be helping others learn and live these principles found in this book. More than merely ingraining these life changing principles, the facilitator must now lead as well.

Discussion Options
Learning Opportunities

• Want to really learn? Take some time and write out the most significant losses you have experienced and reflect upon what you have actually learned from those experiences...
- Take some time to explore potential future losses. What could you possibly learn from those when and if they occur?

- As you recall losses that may be particularly critical or painful, you may want to take some extra focused time to examine what may yet need to be learned. Your personal growth will be an exciting road of learning, healing, and eventually leading others to what you have gained.

Read the next chapter: **Humility – The Spirit Of Learning**

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**Master Mind Facilitator Plan for this LESSON and for next week’s Meeting:**

**Remember, the three E’s of a GREAT MMG:**

**Expectation** – When you ask your fellow learners to read, to share, and to learn, they will sense the expectation you have for their success.

**Excitement** – When the leader is excited, the followers will become excited too. They may ask themselves, “Just what is it this person knows that makes them so deeply into this material?”

**Encouragement** – Sharing victories, offering hope and lifting up each participant will help bring them back next week.

Read Chapter Two: **Humility – The Spirit Of Learning**

Ask the participants to be ready to share any insights they may have gained over the next week.

Continually make connections backwards to each law so that the “Learn It, Live it, Lead It” paradigm will solidify in their hearts and minds as well.

Check your heart on these issues as well. The upcoming material can be very introspective, maybe even personally convicting. As the facilitator, it will be important to “get out of the way” of the group member’s growth and discovery by not injecting too much of your own experience or healing into the discussion.
CHAPTER TWO

HUMILITY – The Spirit of Learning

The difference is on the inside...

LEARN IT

“Are You Willing To Learn?”

I. PRIDE GOES BEFORE A FALL

A. Pride Is Concerned With Who Is Right - Humility Is Concerned With What’s Right
   1. Pride will push to see oneself inaccurately
   2. Pride is not thinking too highly of oneself as much as it is thinking too much about oneself

B. Pride Produces:
   1. Blame – Someone else must be wrong
   2. Denial – I can’t be wrong
   3. Closed Mindedness – I can’t change
   4. Rigidity – My way or the highway
   5. Insecurity – I need to get credit
   6. Isolation – Out of touch with others

C. Changing From Expert Into Learner

Ask yourself these questions to help determine your “PAQ” – Pride Awareness Quotient
   1. Do you tend to believe you know it all?
   2. Do you tend to think you should be in charge?
   3. Do you sometimes believe the rules don’t apply to you?
   4. Do you believe you should not fail?
   5. Do you tend to believe you get things done all by yourself?
6. Do you believe you are better than others with less talent or status?

7. Do you think you are as important, or more important than the organization?

Answering “yes” to these questions may mean you need to examine your Pride Awareness Quotient – Is some humility in order?

(As you lead your MMG, remember these can be intimidating questions to discuss out loud. Be sure to remind all participants they are only scoring themselves.)

D. Remember, It’s The Finish, Not The Start That Makes The Difference
   1. We all have room to grow. Our personal change can begin right now.
   2. Ask if the group has any ways they might want to address their own personal growth in this area

LIVE IT
   “Humility Is Better Than Humiliation”

II. THE GOOD BECOME THE BEST DUE TO HUMILITY
   1. Being good is fine, but to be really great, one must be humble on the way up
   2. Humility will create:
      a. The ability to make changes
      b. The ability to hold onto values
      c. The ability to model grace even in winning

A. How The Right Spirit Helps You Learn
   1. Humility allows us to possess a true perspective of ourselves and life
      a. *Humility does not mean you think less of yourself, but that you think of yourself less.* – Ken Blanchard
      b. *Show me a guy who is afraid to look bad, and I will show you a guy you can beat every time.* – Lou Brock
      c. *Your strength as an individual depends on how you respond to both criticism and praise.* – Coach John Wooden
2. Humility enables us to learn and grow in the face of losses

“A failure is a man who has blundered, but is not able to cash in on the experience”.

– Elbert Hubbard

3. When finding oneself in error, or in the middle of a loss, ask these questions to help find the core truths to be learned:

   a. What went wrong?
   b. When did it go wrong?
   c. Why did it go wrong?
   d. How did I contribute to making it go wrong?
   e. What can I learn from this experience?
   f. How will I apply what I’ve learned in the future?

B. Humility Allows Us To Let Go Of Perfection And Keep Trying
   1. Discuss why trying to be perfect may not help us arrive at true success
   2. Why do some demand perfection even when not being able to achieve it?

C. Humility Allows Us To Make The Most Out Of Our Mistakes
   1. Highlight some of these famous “mistakes” that ended up becoming huge successes
      a. Goodyear Tires
      b. Cellophane
      c. Penicillin
      d. Posit-it Notes
   2. Ask the group to share moments in their own lives when a “mistake” made a difference toward their own success.
3. Review the story of Samuel F. B. Morse
   a. What are some of the ways Morse stayed with it?
   b. Name some turning points in the story that could have made Samuel Morse an unknown man.
   c. What are some of your turning points?

LEAD IT
   “Humility Is The Spirit That Keeps Us Learning”

Discussion Options
   Learning Opportunities
   • How does one remain humble?
   • What are the signs of losing the humble spirit to learning?
   • Discuss the difference between humility and humiliation.
   • Name and discuss some leaders who are well known, and how they have or have not expressed humility.
   • What are the outward attributes of a humble spirit?

Read the next chapter for the next meeting: REALITY – The Foundation Of Learning

Master Mind Facilitator Plan for this LESSON and for next week’s Meeting:

Remember, the three E’s of a GREAT MMG:
- **Expectation** – When you ask your fellow learners to read, to share, and to learn, they will sense the expectation you have for their success.
- **Excitement** – When the leader is excited, the followers will become excited too. They may ask themselves, “Just what is it this person knows that makes them so deeply into this material?”
- **Encouragement** – Sharing victories, offering hope and lifting up each participant will help bring them back next week.

Read Chapter Three: REALITY – The Foundation of Learning

Remember to “check in” with each participant though a quick phone call or email. This continued connection is vital for their learning and your relationships.
At the end of week two, many MMG begin the process of becoming more open. While encouraging more and more discussion, allow this process to occur as naturally as possible.
CHAPTER THREE

REALITY – The Foundation of Learning

*Being authentic is not as easy as it seems…*

**LEARN IT**

*“Not All Is What It Seems”*

**I. BUILD ON A GOOD FOUNDATION**

**A. You Must Create The Foundation**

1. Ask the group about their personal responses to the story of Charlene Schiff

2. Discuss the meaning of this statement: “It is easier to go from failure to success that is it is from excuses to success”

**II. THREE REALITIES OF LIFE**

**A. Life Is Difficult**

1. Ask this question to the group: “Do you believe life is difficult? And why?”

2. Discuss notion that nothing worth having in life comes without effort

**B. Life Is Difficult For Everyone**

1. What does this quote imply? “The Walking of man is falling forward” – Ralph Waldo Emerson

2. What does the learner do when life is not fair?

**LIVE IT**

*“Life Does Not Have To Be Harder Than It Already Is”*

**C. Life is More Difficult For Some Than Others**

1. Life is more difficult for those who stop growing and learning
a. Some will stand their ground even though it has been proven to be wrong – why is that?

b. Some will stop growing when they reach a certain level of success. What happens to them?

c. Why does success distort our view of reality?

2. Life is more difficult for those who don’t think effectively

a. Successful people actually think differently than those who don’t succeed

b. Frank Gaines said when one makes a mistake, you should watch out for those who can’t tell you why they made the mistake. What does he mean by this?

c. Ask the group to discuss some mistakes that were caused by simply not thinking clearly about the situation

d. What are some ways to help us think better before making mistakes?

3. Life is more difficult for those who don’t face reality

a. Most people spend their lives on a Fantasy island called “Someday I’ll”

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**The next time someone says, “someday,” ask them to look at their watch and tell you when “Someday” strikes.**

b. A realist believes that what is done or left undone in the short run, determines the long run

c. Either you deal with reality, or reality will deal with you. Discuss this and the application to your group

4. Life is difficult for those who are slow to make proper adjustments

a. Learning how to navigate early, can help you cut your losses sooner.

b. Once there is no hope, it really is too late

5. Life is more difficult for those who don’t respond correctly to challenges

a. Responding correctly to adversity will impact the eventual outcome
b. Adversity is a REALITY. Ask your group to list some of the possible responses to adversity, and then list the possible impacts those responses might have

c. Remember, “Denial” is not just a river in Egypt

LEAD IT
“The Real Deal”

Discussion Questions Options
Learning Opportunities
1. What does “Reality” mean in the context of this chapter? (hint: this is not a metaphysical exercise)
2. What are some of the ways people try avoid reality?
3. As a leader, how does helping to shape and define the expected reality come in to play?
4. Discuss this idea: “We never really have problems, but we have many opportunities.”

Read the next chapter this week: RESPONSIBILITY – The First Step Of Learning

Master Mind Facilitator Plan for this LESSON and for next week’s Meeting:
Remember, the three E’s of a Great MMG
Be sure to encourage every participant to evaluate the questions at the end of this last chapter.
Read the next chapter: RESPONSIBILITY – The First Step of Learning
As the MMG facilitator, do your own “heart check” on responsibility.
How well are you accepting personal responsibility?
Are there areas you would like to improve?
Beside the MMG study you lead, what other ways can you lead others to accepting responsibility?
Be ready to share how you “are learning” as you prepared for next week’s study.
CHAPTER FOUR

RESPONSIBILITY – The First Step of Learning
“If it’s to be, it’s up to me”

LEARN IT
“This Aint Gonna Be Easy”

I. WHAT HAPPENS WHEN WE DON’T TAKE RESPONSIBILITY?
Recount the story of Ted Williams – From rags, to riches, to rags, to…?

A. We Develop A Victim Mentality
1. How do you describe a “victim mentality?”
2. What are some of the sources of the victim mentality?

B. We Have An Unrealistic Perspective Of How Life Works
1. Life is not fair, and does not always go according to plan
2. Sometimes “why this didn’t work” is not as important as how it all worked
3. Discuss the pitfalls of comparing ourselves to others
4. How has this applied to you in the past: “Those things that hurt, instruct”?

C. We Constantly Engage In “Blamestorming”
1. Read aloud some of the humorous responses some have given to insurance companies
2. Why do you think it is so easy to blame others?
3. What effect does blaming others have on our relationships?
4. What effect does blaming others have on our own Learning?

D. We Give Away The Choice To Control Our Lives
1. Discuss the idea that we are in control of our lives – thus responsible
2. What is the *internal locus* and *external locus* of control mean?

- **Internal Locus of Control:**
  - I am primarily in control of my own success or failure
  - I am responsible
  - Accepts responsibility for their personal success or failure
  - Their positive actions, attitudes and feelings exert influence outward to better their own world.

- **External Locus of Control:**
  - I am not really in control of my own success or failure.
  - I blame others
  - Blame others for personal success or failure
  - Their world exerts influences inward on them and affects their attitude, actions and feelings

3. Taking responsibility for your life is your choice

4. Discuss some of these life choices John cites by author Eric Plasker:

   I choose to die       I choose to live
   I choose to hate      I choose to love
   I choose close        I choose to open
   I choose to cry       I choose to laugh
   I choose to deny      I choose to believe
   I choose to ignore    I choose to hear
   I choose to be right  I choose to relate
I choose to scatter  I choose to focus  
I choose to work   I choose to play 
I choose to be angry I choose to accept  
I choose to despair I choose to hope 
I choose to give up I choose to persist 
I choose to suffer I choose to heal 
I choose to destroy I choose to create  
I choose to fail I choose to succeed  
I choose to extinguish I choose to ignite  
I choose to get by I choose to excel 
I choose to follow I choose to lead  
I choose to drift I choose to commit 
I choose my choices I choose life  

5. Discuss this quote by Henry Ward Beecher: “God asks no man whether he will accept life. That is not a choice. You must take it. The only choice is how.”

E. We Eliminate Any Possibility For Success

1. Real success is a journey – How does that look?

2. Discuss this quote by Richard Bach: “Argue for your limitations and sure enough, they are yours.”

“You are exactly where you should be given all that you have done to get here”

LIVE IT

“No is Inevitable, Misery Is Optional”

II. WHAT HAPPENS WHEN WE LEARN TO BE RESPONSIBLE?

A. We Take Our First Step In Learning

1. The time to worry about your reputation is before you have one

2. How are taking responsibility and gaining wisdom related?
3. Taking responsibility will show us the difference between that which we need to change, and that which we need to let go of

B. We See Things In their Proper Perspective
1. How does being discontented with ourselves impact the way we feel about others?
2. Discuss this concept: “There is nothing that can ruin your life without your permission.”
3. The best learners are those who do not see their own successes or failures to be permanent

C. We Stop Repeating Our Failures
1. What is the major difference between those who succeed and those who don’t?
   **Those who succeed learn don’t repeat their failures**
2. Taking responsibility gives us the ability to make adjustments along the way
3. If we always do what we have always done, we will always get what we have always gotten
4. Neither failure, nor experience are the best teachers:
   a. Evaluated Experience gives us the skills to avoid future mistakes

D. We Grow Stronger
1. Responsibility grants strength to face even bigger challenges
2. There is a difference between saying, “I think it can be done,” and “I can do this.”

E. We Back Up Our Words With Our Behavior
1. What is meant by this quote by Jeff O’Leary: “Sign your work at the end of the day. If you can’t do that, find a new profession.”
2. Is your Walk and reflection of your Talk?
3. Review the story about the “riggers”. What does it mean, “The chute you are packing might be your own.”?
4. How does taking responsibility grant credibility to a person?
LEAD IT
“Owning Your Own Life”

Discussion Question Options
Learning Opportunities

1. Why is taking responsibility such a difficult skill?
2. How does “Being responsible” differ from “Taking responsibility”?
3. Reflect on your own past: How could a heightened sense of responsibility changed the outcome of an event?
4. What areas of your life do you need to accept more responsibility and make corrections?

Read the next chapter this week: IMPROVEMENT – The Focus Of Learning

Master Mind Facilitator Plan for this LESSON and for next week’s Meeting:

Remember, the three E’s of a Great MMG

Have you contacted your group members this week through a quick call or email?

Read the next chapter: IMPROVEMENT – The Focus of Learning.

Personal improvement is not an easy road. Check your own heart on how well you are intentionally improving yourself as you lead others to improvement.

Many MMG find that by the fifth meeting, things really start to gel; People open up more, more personal risks are taken in the conversations, and even leaders are starting to rise to the top. Be aware of these interpersonal and group dynamics and capitalize on them.
Chapter Five

IMPROVEMENT – The Focus of Learning

_We are either growing, or dying – choose wisely_

LEARN IT

_“There Are No Shortcuts To Perfection”_

Reflect on the story of Walter Cronkite

I. HOW DO YOU RESPOND?

When improvement is needed, most people will respond in one of these ways:

A. Blow Up
   1. Anger
   2. Resentment

B. Cover Up
   1. Hide
   2. Make excuses

C. Back Up
   1. Withdraw
   2. Distance

D. Give Up
   1. Quit
   2. Despair

II. INSIGHTS ON IMPROVEMENT

Discuss this observation: “The Stone Age did not end because people ran out of stones”

A. Improving Yourself Is The First Step To Improving Everything Else
   1. What happens when one is more concerned with personal success than personal growth?
   2. The highest reward for our toil is not what we get for it, but what we become by it
“It is the capacity to develop and improve themselves that distinguishes leaders from followers.”

- Bennis and Nanus

3. If one is not improving, then the world is passing you by.

B. Improvement Requires Us To Move Out Of Our Comfort Zone
   1. The hardest part about stealing Second Base is taking your foot off First Base.
   2. Without taking the next step, we remain frozen in fear
   3. Security does not move us forward
   4. Handling our aversion to making mistakes:
      a. Fail Forward Fast
      b. Try, Try, and Try Again
   5. Overcoming a life controlled by feelings:
      a. Never, never, never give up.
      b. Whatever the obstacle, find a way – Innovate and accommodate

C. Improvement Is Not Satisfied With Quick Fixes
   1. Destination Disease: Doing just enough to get by
   2. A plateau should only be a place to assimilate the success so far, but no place to “finish.”

   Some have so lowered their own expectations that they achieve mediocrity and call it success.

   3. Accept the fact that improvement is an never-ending battle
4. Discuss this Motto as set forth by John:

   I’m not where I am supposed to be  
   I’m not what I want to be,  
   But I’m not what I used to be  
   I haven’t learned how to arrive;  
   I’ve learned how to keep on going.

5. Accept the fact that improvement is the result of small steps

6. Often the line between success and failure is so thin; we may not realize when we cross it

D. Improvement Is A Daily Commitment

1. Improvement is a habit of living, not a onetime event

Discuss these two concepts John has made part of his improvement lifestyle

2. Intention – Improvement is not an accident

3. Contemplation – There are some questions one must ask when intentionally improving:
   a. What did I learn today?  Head and heart
   b. How did I grow today?  What touched me and changed my actions?
   c. What will I do differently?  Be specific!

4. NEVER compare yourself to anyone else

LIVE IT
   “Focus On Your Learning”

III. MAKE IMPROVEMENT INTENTIONAL

A. Decide You Are Worth Improving

1. You must believe you can improve

2. Decide now to become the BEST version of YOU, you can be
B. Pick An Area To Improve

1. Don’t try to “do it all”
2. Spend one hour per day working on only one aspect of improvement

C. Find Opportunities To Improve In The Wake Of Your Losses

1. LEARN as fast as you can after a loss
2. Discuss this quote: “Knowledge may come from study, but wisdom comes from learning and improving in the wake of your mistakes.”

LEAD IT

“When You Stop Growing, You Cease Being Useful”

Discussion Question Options

Learning Opportunities

- What personal improvement plans do you have for the next year?
- When improving, use these SMART guidelines:
  - Specific – When improving, don’t use words like, “bigger”, or “faster”. Be specific on your goals.
  - Measurable – Your improvement must be measurable. How do you know when you get there?
  - Attainable – Improvement must be something you can actually achieve. Wanting to be an Olympic Swimmer at age 65 may not be attainable
  - Realistic – Is the improvement you desire a real goal, or too distant? Wanting to lose 35 pounds in 1 month is probably not realistic
  - Timed – To be held accountable, improvement must be within a time limit. “Someday” is not a goal.
- Remember, Improvement is not a “One and Done” proposition. Day by day, step by step!
- Before you leave from today’s MMG, name one area of improvement you would like to address.

Read the next chapter: HOPE – The Motivation of Learning
Master Mind Facilitator Plan for this LESSON and for next week’s Meeting:

Remember, the three E’s of a Great MMG

Next week we will look at Hope. When one considers a loss, hope is the life blood of taking the next steps.

Read Chapter Six: **HOPE – The Motivation of Learning**

Look for ways you can help instill hope in those round you.

Discussing “hope” often reminds people of their own situations that may feel hopeless. Be mindful that this next lesson may bring some deep emotional issues to the surface.

Keep in contact with your MMG members. Be aware of how the conversations are going. Is anyone sharing too much? Can you draw the more quiet members out a bit?

Is there anyone in your group who may be a candidate for leading a MMG in the future?
CHAPTER SIX

HOPE – The Motivation of Learning

*The gift that keeps on giving*

LEARN IT

“Keeping The Flame Alive”

I. HOW DO YOU RESPOND?

Review these attributes of what Hope does for mankind:

(If you can memorize these and recite them to your group, the effect is very powerful)

- Hope shines brightest when the hour is darkest.
- Hope motivates when discouragement comes
- Hope energizes when the body is tired
- Hope sweetens when the bitterness bites
- Hope sings when the melodies are gone
- Hope believes when the evidence is limited
- Hope climbs over obstacles when no one is helping
- Hope endures hardships when no one is caring
- Hope smiles confidently when no one is laughing
- Hope reaches for answers when no one is asking
- Hope presses toward victory when no one is encouraging
- Hope dares to give when no one is sharing
- Hope brings the victory when no one is winning

In short, **HOPE GIVES …**

(Read this quote) *Whatever loss you may experience in life, if you lose hope, you are done.*
A. Hope Says “Yes” To Life
   1. Hope is loving life when life is not loveable
   2. Hope will empower you

B. Hope Fills Us With Energy
   1. Problems can drain us of energy, while hope fills us up

C. Hope Focuses Us Forward
   1. “Finish each day and be done with it!”
   2. Hope always has a future. (Discuss this idea with the group.)
   3. Lack of hope breeds indifference – Hope brings motivation

D. Hope Is A Difference Maker
   1. What does hope do for us?
      a. Hope looks for the lesson in defeat
      b. Hope discovers what can be done
      c. Hope regards problems as opportunities
      d. Hope lights a candle in the darkness
      e. Hope opens doors
      f. Hope draws its strength from what can be done
      g. Hope cherishes no illusions nor yields to cynicism
      h. Hope views failures as a skipping stones, not a tombstone

E. Hope Must Be Embraced
LIVE IT
“Yes You Can”

II. HOW TO CULTIVATE HOPE

A. Realize That Hope Is A Choice
   1. Hope is the DNA of those who learn from their losses
   2. Hope is an active participant in your future
   3. Hope is not mere optimism – Hope is a “working word” that keeps us going

B. Change Your Thinking
   1. “The main trouble with despair is that it is self-fulfilling” – Norman Cousins
   2. Helplessness leads to hopelessness
   3. What if we never did “let the fat lady sing?”
   4. Discuss this idea, “When did it become OK to give up?”
   5. We can literally change negative thinking into positive thinking

C. Win Some Small Victories
   1. Positive thinking must be followed by positive doing
   2. Wining small victories means you will get better at winning
   3. Review the difference between what happens when people sense victory and defeat:

<table>
<thead>
<tr>
<th>When People Sense Victory</th>
<th>When People Sense Defeat</th>
</tr>
</thead>
<tbody>
<tr>
<td>They sacrifice to succeed</td>
<td>They give at little as possible</td>
</tr>
<tr>
<td>They look for ways to win</td>
<td>They look for excuses</td>
</tr>
<tr>
<td>They become energized</td>
<td>They become tired</td>
</tr>
<tr>
<td>They follow the game plan</td>
<td>They forsake the game plan</td>
</tr>
<tr>
<td>They help other team members</td>
<td>They hurt others</td>
</tr>
</tbody>
</table>
4. Now check yourself: When have you seen yourself exhibit the traits of sensing victory and sensing defeat?

“There is a very good reason the windshield is bigger than the rearview mirror”

D. The Power of Hope

1. Review and discuss the story of Jim Abbott
2. What “handicap” are you struggling to overcome right now?
3. How can you reach out to someone who may be struggling with their own hope?

LEAD IT

“Bringing Hope To Your World”

Discussion Question Options

Learning Opportunities

• Why do we tend to lose hope when we experience loss?
• Write down some areas of weakened hope for your own life
  o Who do you know that could help strengthen your hope?
  o How can you empower yourself right now?
• Who do you know that may need some encouragement? How can you offer hope to them?

Read the next chapter this week: TEACHABLILITY – The Pathway of Learning

Master Mind Facilitator Plan for this LESSON and for next week’s Meeting:

Remember, the three E’s of a Great MMG

You are half way through this book, and this Master Mind Study. Start planning now what the topic of your next Mastermind Study will be.

Read Chapter Seven: TEACHABILITY – The Pathway of Learning

Clarify your own environmental needs for growth. While our place as a MMG study leader is not to determine another’s environment for them, always be ready to offer support for your groups own personal decisions they make related to their environment.

As you prepare for next week, you might want to bring your own time management tool (date book, smart phone, etc) with you to demonstrate the lesson.
As potential leaders in your MMG begin to rise to the top, start discussing the possibility of these leaders helping you lead the next MMG. Grow your teaching team now!
CHAPTER SEVEN

TEACHABILITY – The Pathway of Learning

*A teachable spirit is the greatest factor in reaching your potential*

LEARN IT

“Be Open To...Learning”

> “Teachability” is possessing the intentional attitude and behaviors to keep learning throughout life.”

> What got you to HERE, cannot get you to THERE. If it could, you would be THERE and not HERE.

I. FIVE TRAITS OF A TEACHABLE PERSON

A. Teachable People Have an Attitude Conducive To Learning

1. Each day is approached as an opportunity to learn
2. There is a burning desire to keep learning
3. Being teachable depends on two things:
   a. Desire – “I want to, really want to learn”
   b. Capacity – The more we want to learn, the greater our capacity to learn will increase
4. 85% of success is due to attitude – 15% is due to ability

B. Teachable People Posses A Beginner Mindset

1. The top leaders in the world all possess a common trait – an open mind to new thoughts
2. Discuss this quote: “An open mind is the beginning of self-discovery and growth. We can’t learn anything new until we admit that we don’t know everything.” - Erwin G. Hall
3. All beginners have this one thing in common: **They don’t know it all.**

4. The Beginner’s Mindset:
   a. Everyone has something to teach me
   b. Every day I have something to learn
   c. Every time I learn, I benefit
   d. I will constantly ask questions – be curious, be very curious

C. Teachable People Take Long Hard Looks In The Mirror
   1. Discuss the insights of this quote: “I got to the top the hard way – fighting my own laziness and ignorance every step of the way.”
   2. The hardest person to be honest with is yourself.
   3. Talk about the interesting process Portia Nelson explores in the mini autobiography:

   ![Diagram of the progression from making the same mistakes, to discovering a whole new path](Image)

   4. The teachable spirit will eventually win

D. Teachable People Encourage Others To Speak Into Their Lives
   1. Why do you think people who have the courage to speak up get attacked so often?
2. For others to speak into your life, you must
   a. Establish a strong relationship with those who have credibility
   b. Ask them to be courageous enough to tell you the truth
   c. You must listen and apply their wisdom
   d. What does this quote mean? “I don’t trust anyone with power that can’t be checked. Especially me.”

E. Teachable people Learn Something New Every Day
   1. Teachable people make the daily habit of learning something new – even if it is small
   2. Your daily habits will make you or break you

LIVE IT
   “Learn or Burn”

II. DAILY PRACTICES TO BECOME MORE TEACHABLE
   A. Preparation
      1. When opportunity comes, it is too late to prepare
      Ask yourself these questions:
         a. Where are the potential learning moments for today?
         b. Who will I meet and what can I ask them?
         c. What will I experience and what will I learn from it?

   B. Contemplation
      1. Time alone is essential to learning
      2. What can you learn from your negative experiences?
      3. Determine if mistakes are from ignorance, or stupidity
      4. Ask yourself, “What can I learn from:
         a. What I read today?”
b. What I saw today?

c. What I heard today?

d. What I experienced today?

e. What I did wrong today?

f. Whom I met today?

g. What I discussed today?

5. Set aside 30 minutes every day to think about the previous 24 hours and what could be learned from the day.

C. Application

1. When people make mistakes, they usually

   a. Vow to never make another mistake – this is impossible

   b. Allow the mistake to turn them into a coward – this is foolish

   c. Learn from their mistake – this is profitable

2. Teachable people apply all experiences, good and bad, to their learning

III. TEACHABILITY UNDER FIRE

A. Being teachable even in the toughest times will be the pathway to learning how to navigate the future and even avoid tough times again

LEAD IT

“Learn to Teach, and You Will Teach To Learn”

<table>
<thead>
<tr>
<th>Discussion Question Options</th>
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<tbody>
<tr>
<td>Learning Opportunities</td>
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<tr>
<td></td>
</tr>
<tr>
<td>• What makes being “teachable” so difficult for many?</td>
</tr>
<tr>
<td>• In what areas of your life do you need to be more teachable?</td>
</tr>
<tr>
<td>• What specific things will you do this week to intentionally learn?</td>
</tr>
<tr>
<td>• What is the one area in your life that has been the most difficult to be taught?</td>
</tr>
<tr>
<td>• How will you develop mentors and confidants who will speak into your life?</td>
</tr>
</tbody>
</table>
Read the next chapter this week: ADVERSITY – The Catalyst of Learning

Master Mind Facilitator Plan for this LESSON and for next week’s Meeting:

Read the next chapter: ADVERSITY – The Catalyst of Learning

Be sure to keep the awareness of the MMG relationship on the top of mind for the participants with a weekly call, text, or email.

Check your heart – How do you feel about the progress of this MMG?
  o What are some of the highlights?
  o What would you like to do better?
  o How is your personal discipline going?

Who holds you accountable for your personal growth? Is there anything you need to tell them?
CHAPTER EIGHT

ADVERSITY – The Catalyst of Learning

When it hurts enough, you will learn

LEARN IT

“My Prediction For This Fight: Pain”

I. THE IF FACTOR

A. The Pain Of Adversity Never Leaves Us The Same
   1. One reason for change is that it hurts bad enough to have to
   2. The scars from pain can become the marks of victory
   3. IF we respond negatively…IF we respond positively

B. How Do You Respond To Adversity – When The Water Boils…?
   1. Like a Carrot? Become soft
   2. Like an Egg? Become hardened?
   3. Like Coffee Beans? Makes things around you better?

LIVE IT

“Live It Till It Hurts”

II. THE ADVANTAGES OF ADVERSITY

A. Adversity Introduces Us To Ourselves If We Want To Know Ourselves
   1. Adversity is an opportunity for self-discovery

James Allen: “Circumstance does not make the man, it reveals him to him.”
(But only if he is open to it.)
2. Lessons learned from adversity: (Discuss these in the context of John’s comments)
   a. The road to success is not always a road
   b. Trying times are not the times to stop trying
   c. Don’t let what you are doing get to you before you get to it
   d. We are not judged by the number of times we fail, but by the number of times we succeed

   “Circumstances are the rulers of the weak; but they are the instruments of the wise.”

B. Adversity Is A Better Teacher Than Success If We Want To Learn From Adversity
   1. Adversity will teach us something, like it or not
   2. The key to avoiding many tragedies is to learn from life’s difficulties
   3. Read the poem by Robert Browning Hamilton
   4. “Turn your wounds into wisdom” – Oprah Winfrey

C. Adversity Opens Doors To Opportunities If We Want To Learn From Adversity
   1. When you think about it, the only way we learn when we are young is making mistakes:
      a. Walking
      b. Talking
      c. Pain of skinned knees and burnt fingers
   2. There has never been an economic recession or depression in history that did not produce an amazing product or invention
   3. We will see opportunity in adversity is we are looking for it

D. Adversity Can Signal A Coming Positive Transition If We Want To Respond Correctly To It
1. “Let a person rejoice when he is confronted with obstacles, to it means that he has reached the end of some particular line of indifference or folly.”

E. Adversity Brings Profit As Well As Pain If We Expect It And Plan For It

1. Pain happens, but no one ever shouted “Go for the Silver”

2. No gold Medal winner ever got there without hurting

3. Successful people expect and plan for pain

4. Think of the areas of your life where pain and adversity has brought success and profit.

F. Adversity Writes Our Story And If Our Response Is Right, The Story Will Be Good

1. What does this saying mean? Some people treat adversity as a stepping stone. Others as a tombstone.

2. Read the poem by James Casey – Adversity is everyone’s. But the story you write with your life is yours alone

3. What kind of story will adversity write in your life?

4. Discuss this last line from this Franciscan blessing: “May God bless you with enough foolishness to believe that you can make a difference in this world, so that you can do what others claim is not possible.”

LEAD IT

“Time To Take Control”

Discussion Question Options

Learning Opportunities

• Share a story of your own success through adversity

• How can you help others who have or are experiencing adversity?

• What will you do this next week to prepare for adversity?

• Take some time this next week and reflect on the major times or events of your own adversity.

• You can’t change the past, what lessons can you see now that may not have been apparent?
Identify any possible cycles of behavior that may be contributing to your own adversity?

Read the next chapter this week: **PROBLEMS – The Opportunities For Learning**

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**Master Mind Facilitator Plan for this LESSON and for next week’s Meeting:**

Read the next chapter: **PROBLEMS – The Opportunities For Learning**

Problems are different than adversity. While adversity may be caused by situations outside of our own control, problems tend to be more immediate and acute to a particular situation.

Check your heart – how have you responded to problems in your own life? Have you gained wisdom or been worn down?

As you lead this MMG, it is important to remain reflective on your own progress in these lessons – you can only give what you already have!

Have you planned the next Mastermind Study? This is a 13 lesson study. Is this group or ready for more? Do you have the logistics plotted out?
CHAPTER NINE

PROBLEMS – The Opportunities for Learning

_When you learn enough, you can change_

LEARN IT

“Even Noah Had A Problem – (Umbrellas had not been invented)”

I. PROBLEMS WILL COME AND GO

Recount some of the problems John experienced trying to complete a building program

---

Problems Are Different Than Adversities:

- **Adversities** may be caused by situations outside of our control. They are pressing worries that affect other parts of our lives.
- **Problems** are specific to a given situation. Usually more immediate and acute

---

II. WHEN PROBLEMS COME – DON’T DO THIS…

A. Don’t Underestimate The Problem

1. Never look past a problem as if it does not matter
2. The “size” of the person is more important than the size of the problem

B. Don’t Overestimate The Problem

1. Some people experience a problem three times:
   a. The first time when they worry about it
   b. The second time when they actually experience it
   c. The third time by reliving it
2. Define the details of the problem
   a. A realistic view of each problem helps to find the solution
   b. The pieces of the problem may be easier than you think to fix
C. Don’t Aggravate The Problem

1. Lose perspective – seeing the problem wrong
2. Giving up important priorities and values – seeing the problem as having an inaccurate impact
3. Losing our sense of humor – making the problem affect everything else
4. Feeling sorry for ourselves – stopping ourselves from progressing
5. Blaming others – making the solution their fault too!
6. Positive thinking and enthusiasm will determine what you do about the problem

LIVE IT
“‘It Could Be Worse, but so what?’”

III. WHEN PROBLEMS COME – DO THIS…

A. Do Anticipate The Problem
1. Anticipating does not mean worry
2. Anticipate means prepare!

B. Do Communicate The Problem
1. Lack of, or poor communication will prevent us from solving the problem
2. Many times someone close already has a solution
3. Communicate the problem without panic!

C. Do Evaluate The Problem
1. Discuss this thought: “Never open a can of worms unless you are going fishing.”
2. What makes a problem really “important”?
3. Does it really matter?
4. Who is involved?
5. Have we seen this problem before?
D. Do Appreciate The Problem

Discuss how each of these attributes of turbulent winds applies to our own problems. Every problem can become the opportunity one had always hoped for:

1. Turbulent winds cause the Eagle to fly higher
2. Turbulent winds give the Eagle a larger view
3. Turbulent winds lift the Eagle above harassment
4. Turbulent winds allow the Eagle to use less effort
5. Turbulent winds allow the Eagle to stay up longer
6. Turbulent winds help the Eagle to fly faster

LEAD IT
“Time To Tell Problems – Thank You Very Much!”

Discussion Question Options
Learning Opportunities

• Share a story of your own success through adversity
• What does this saying mean? “When you are in a hole, stop digging?”
• How do we end up digging more when we have experienced a problem?
• How does effective communication help us work through a problem?
• Describe the difference between adversities and problems.
• How can we help keep problems from becoming adversities?

Read the next chapter this week: BAD EXPERIENCES – The Perspective For Learning
Master Mind Facilitator Plan for this LESSON and for next week’s Meeting:

Read the next chapter this week: **BAD EXPERIENCES – The Perspective for Learning**

Facilitating this MMG can be a powerful “inside” developer when you live and lead these principles.

Check your heart on this – How well are you sensing the mood and discussion of your group?

As you prepare for next week’s meeting, recount in your life how you have learned from some of your losses, adversities, problems and bad experiences.

Have you finalized plans for your next MMG study?
CHAPTER TEN

BAD EXPERIENCES – The Perspective for Learning

How Did Things Go So Wrong…or not?

LEARN IT

“Oh No...Not Again!”

I. PUTTING YOUR PROBLEMS INTO PERSPECTIVE

Review the story John tells of losing his transcript

A. Bad Experiences Give Us Some Common Feelings:
   1. Stupidity
   2. Anxiety
   3. Frustration
   4. Despair

B. Accept Your Humanness
   1. No one is perfect...never has been
   2. Sometimes the most important person we can forgive is our self

C. Learn To Laugh At Your Self

   It is OK to laugh at yourself – many people already do!

   1. Laughter is like changing a diaper – It doesn’t permanently solve any problems, but it makes things more acceptable for a while
D. Keep The Right Perspective

1. When you have had a bad experience, which one of these phrases reflects your thinking? Notice the progression of improvement on each statement:
   a. I never wanted to do that task to start with, so who cares?
   b. I am a failure and my life is over
   c. I want to give up and never try again
   d. I’m gaining experience from my mistakes; I wonder if I can get some help?
   e. I now know a few ways that won’t work, so I’ll try again

2. Don’t base your self-worth on a bad experience
3. Don’t feel sorry for your self
4. Do consider your failures as a process to learn and improve

LIVE IT
“It’s Easy To Be Average”

E. Don’t Give Up

1. Failure is the cost of seeking new challenges
2. 90% of those who fail are not actually defeated; they simply quit
3. There are two kinds of people with regards to setback:
   a. Those who splatter on the bottom and never recover
   b. Those who bounce back
4. Success lies in having made the effort; failure lies in never having tried
5. Most failures are people who have the habit of making excuses
6. **Remember:** Your capacity for occasional blunders is inseparable from your capacity to reach your goals!

**100% of things not tried, never happen**
F. Don’t Let Your Bad Experiences Become Worst Experiences

1. We learn how to not make bad experiences become worse by learning from our past bad experiences

2. Remember: Stupidity or Ignorance?

<table>
<thead>
<tr>
<th>Bad Experiences Based On Ignorance:</th>
<th>Bad Experiences Based On Stupidity:</th>
</tr>
</thead>
<tbody>
<tr>
<td>I didn’t know better, so I did it</td>
<td>I knew better, but I did it anyway</td>
</tr>
<tr>
<td>I didn’t know better, so I didn’t do it</td>
<td>I knew better, yet I didn’t do it</td>
</tr>
</tbody>
</table>

G. Let The Bad Experience Lead You To A Good Experience

1. Ultimately, experiences remain bad if you don’t learn from them

2. Attitude will determine the degree of the next bad experience

3. Make bad experiences a springboard for the next victory

4. Make your critics your coach

LEAD IT

“If You Think Failing Hurts This Time, What Will It Feel Like Next Time If You Didn’t Learn This Time?”

Discussion Question Options

Learning Opportunities

- How do bad experiences tend to make us feel?
- How do bad experiences tend to make us look at our world?
- What are some ways to adjust when we have a bad experience?
- Think of someone you know who has experienced adversity, problems and bad experiences:
Master Mind Facilitator Plan for this LESSON and for next week’s Meeting:

Read the next chapter this week: CHANGE – The Price Of Learning

BE AWARE: This next chapter holds the most content of this study. Plan accordingly for time and discussion.

Facilitating this MMG can be a powerful “inside” developer when you live and lead these principles.

Check your heart on this – How well are you sensing the mood and discussion of your group?

As you prepare for next week’s meeting, recount in your life how you have learned from some of your losses, adversities, problems and bad experiences.

Have you finalized plans for your next MMG study?

- What can you do to reach out to them?
- Don’t forget to laugh with them!
CHAPTER ELEVEN

CHANGE – The Price of Learning
Change happens even when we aren’t looking

LEARN IT
“You can Resist Change All You Want…You Will Not Win”

I. WHY PEOPLE RESIST CHANGE
Review the story of the Polaroid Company

A. Change Can Feel Like Personal Loss
   1. The “Here and Now” is more familiar than the “There and Then”
   2. Like it or not, change will occur
   3. “To discover new lands, we must lose sight of the shore for a very long time”

   No change, no growth.
   Know change, know growth.

   4. Complete this leadership saying, “If you always do what you have always done…. ”

B. Change Feels Awkward
   1. Of course it does….You have not done it this way before!
   2. Since we resist feeling awkward, we resist change

   To get to the great, the good has to change too.
C. Change Goes Against Tradition
   1. The 7 Deadly Words that kills progress: “We’ve never done it that way before.”
   2. Traditions are fine if we are not slaves to them
   3. There is a good reason yesterday’s methods worked, back then. It is the same reason they won’t work today

II. HOW PEOPLE RESPOND TO CHANGE
   A. Most People Change Only Enough To Get Away From Problems, Not To Fix Them
      1. Most people would rather change their circumstances to improve their lives when they should be improving themselves to improve their circumstances.
      2. When deciding the first thing to change – look in the mirror
      3. If you want anything to be better, you must be willing to change

      \[
      \text{If you want a better spouse, be a better spouse,}
      \text{If you want a better job, be a better worker,}
      \text{If you want a better country, be a better citizen}
      \]

   B. Most People Do The Same Thing The Same Way, Yet Expect Different Results
      1. When we do the same things the same way, the only thing that will change might be our luck
      2. Tenacity without a willingness to change is merely dogmatism
      3. How many people live as if the obstacles to success must change because they refuse to?
      4. Discuss this quote by Alan Cohen: “To grow, you must let your present and future be totally unlike your past.”

   C. Most People See Change As A Hurtful Necessity Instead Of A Helpful Opportunity
      1. “New” always has risks
2. Most changes carry some degree of pain
3. We must all be willing to examine our assumptions, rethink our strategies, and build relationships
4. Without change, there will be no innovation, creativity, or improvement
5. Change is GOING to happen – embrace it or be left behind

D. Most People Won’t Pay The Immediate Price To Change And End Up Paying The Ultimate Price For Not Changing
   1. Many times, the immediate needed change is small and not very painful at all
   2. If needed change is ignored repeatedly, the future may bring a devastating change

   Most regrets anyone will ever have, will not be something they did but from something they didn’t do

   3. The cost of “missed opportunity” is the highest price we can pay

E. Most People Change When Prompted By One Of Three Things
   1. They hurt bad enough that they have to
      a. A little pain is often not a strong motivator
      b. We can actually endure a great deal of pain in hopes that it will all just go away
   2. They learn enough that they want to
      a. Insights, enlightenment
   3. They receive enough that they are able to
      a. Sometimes the plans are there, but not the resources

F. Change Is Rarely Instantaneous
Once the decision to change is made, follow this formula to successful change:
   1. New Information is Accepted – To see things differently
2. A New Attitude is Adopted – The critical time of emotional growth and change

3. New Behavior is Practiced – Making different choices and living out the change

4. New Convictions Influence Others – New convictions begin to lead others around them to accept this new vision

5. As you change, it is important to remember there will be some around you who will not own this change with you. Don’t get discouraged!

“You and I are only defining one decision way from a totally different life.”

LIVE IT
“Change Is Really Different”

III. MAKING CHANGES THAT COUNT

A. Change Yourself

Quote this verse by Tony Evans

*If you want a better world*
*Composed of better nations*
*Inhabited by better states*
*Filled with better counties*
*Made up of better cites*
*Comprised of better neighborhoods*
*Illuminated by better churches*
*Populated by better families*
*Then you’ll have to start by becoming*
*A better person*

5. It is amazing how much better others look, sound, communicate and relate to you when you change you first!

B. Change Your Attitude

1. Trying to change others is an exercise in futility
2. When you change the way you look at things, the things you look at actually begin to change.

3. Check your attitude – where is it in relationship to success?

C. Change Your Non-Changing Friends
   1. This may be the hardest part about personal growth.
   2. There will be times when we must make a decision between our future and our friends.
   3. Find positive roles models and positive learners.
   4. Discuss this quote: “A mirror reflects a man’s face, but what he is really like is shown by the kind of friends he chooses.”

The cold hard truth about your own personal growth:
Not everyone wants you to change.

5. Consider the negative impact spending time with those not supportive of your growth and change:
   a. What kind of counsel do you receive when you seek it from negative people?
   b. What happens when you discuss your problems with someone incapable of contributing to the solution?
   c. What happens when you follow someone who isn’t going anywhere?
   d. Where do you end up when you ask directions from someone who is lost?

6. Every minute you spend with the wrong people takes you away from the time you have to spend with the right ones.

D. Determine To Live Differently Than The Average People

The two most important questions we can ask ourselves:

1. Who Am I?
2. What am I becoming?
1. Think differently – The negative thinking habits must change
2. Handle feelings differently – Don’t allow feeling to determine behavior
3. Act differently – The secret of your success can be found in your daily agenda

**Make your greatest fear to “achieve mediocrity”**

E. Unlearn What You Know To Learn What You Don’t Know
1. Some of what we hold very close is actually what keeps us from moving forward.
2. Never give up your right to be wrong. If you do, you will lose the ability to learn new things and move forward with your life
3. To unlearn you must:
   a. Admit that you are not solving the problem
   b. Open your mind
   c. Switch from trying to defend your actions to asking questions of how to solve the problem
   d. Cease the old habit
   e. Practice the new way
4. How do you change the shape of an ice cube?
   a. Melt it down
   b. Decide the new shape
   c. Freeze the water into the new shape

**LEAD IT**
“Leading Others To Change”

**Discussion Question Options**

**Learning Opportunities**

- What are some of the areas you need to personally change?
• Will you be ready to make changes that cost you?
• How does your daily schedule need to change?
• How long will the changes you need to make take for you?

Get ready for next week’s Lesson: MATURITY – The Value Of Learning

**Master Mind Facilitator Plan for this LESSON and for next week’s Meeting:**

Read the next chapter this week: MATURITY – The Value Of Learning

Facilitating this MMG can be a powerful “inside” developer when you live and lead these principles.

Check your heart on this – How well are you sensing the mood and discussion of your group?

As you prepare for next week’s meeting, recount in your life how you have learned from some of your losses, adversities, problems and bad experiences.

How is your own maturity coming along?

Have you finalized plans for your next MMG study?

This would be the week to “sell” the next MMG. Have a flyer ready for each participant.

Make extra flyers for participants to give to their own friends and associates.
CHAPTER TWELVE

MATURITY – The Value of Learning

*Maturity is all the lessons… in action*

LEARN IT

“Very Little Wisdom Come From Success”

I. BUILDING ON OUR LESSONS

When we:

- Cultivate Humility – The Spirit of Learning
- Face Reality – The Foundation of Learning
- Accept Responsibility – The First Step of Learning
- Seek Improvement – The Focus of Learning
- Nurture Hope – The Motivation of Learning
- Develop Teachability – The Pathway of Learning
- Overcome Adversity – The Catalyst of Learning
- Leverage Problems – The Opportunities for Learning
- Endure Bad Experiences – The Perspective for Learning
- Embrace Change – The Price of Learning

*We are rewarded with Maturity – The Value of Learning*

LIVE IT

“Step By Step”

II. THE SOURCE OF MATURITY

A. Maturity Is The Result Of Finding The Benefit In The Loss

1. First, you must learn from your mistakes and failures
2. Learning the lesson brings mental advancement and emotional freedom
B. Reflect On The Lessons Of These Specific Losses And Failures
   1. Over loaded by personal responsibilities
   2. Health issues
   3. The loss of a close loved one
   4. The loss of money or business
   5. Social blunders with lasting results
   6. Relationships lost through neglect or abuse

What lessons have you learned?

C. Maturity Is The Result Of Learning To Feed The Right Emotions
   1. There are all kinds of emotions within all of us – Positive and Negative
   2. “Maturity is doing what you are supposed to doing when you are supposed be doing it, no matter how you feel.”

   “We don’t always have to feel good about doing good. 
   So we must always be doing good till it feels good”

D. The Difference Between Success And Failure, Is Daily Habits
   1. Most of us could accomplish what any of us accomplish – If we had the same habits as those who accomplish

   The main difference between those who do it, and those who don’t do it, 
   is those who do it, do it.

   2. Good habits require daily discipline, not a onetime event
   3. The Olympic Gold Medalist does not win because he or she is the greatest human, but because she is the most disciplined
E. Maturity Is The Result Of Learning To Sacrifice Today To Succeed Tomorrow

1. “People who cannot defer gratification tend to fail…”

2. Discuss the Marshmallow research study
   a. Why do we tend to want to “have it now?”
   b. Why does delayed gratification work so well?

“A person who will never sacrifice will never belong to himself.  
He belongs to whatever he is unwilling to give up.”

F. Maturity Is The Result Of Learning To Earn Respect For Yourself And Others

1. Many personal struggles are HOW we gain, not lose

2. The greatest “self-esteem” seminar one can attend is when they develop their own character

3. Respect for oneself is forged in doing what is right when no one is looking

4. Self-esteem built on accomplishments is as dangerous as self-esteem built on failures: neither is solid

5. Review the story of Gail Borden, Jr., with your group

LEAD IT

“Give Up To Grow Up”

Discussion Question Options

Learning Opportunities

• What personal reflections do you have this learning experience of the past 11 weeks??

• How have you personally matured and grown?

• What plans of personal sacrifice and direction change have you made to contribute to your own growth?

• How can you bring these lessons to people you know for their own maturity and growth?

Get ready for next week’s Lesson: WINNING ISN’T EVERYTHING, BUT LEARNING IS
Master Mind Facilitator Plan for this LESSON and for next week’s Meeting:

Get ready for next week’s Lesson: WINNING ISN’T EVERYTHING, BUT LEARNING IS

Our last lesson is upon us. Be creative about the final meeting. Anything special, fun, or deeply meaningful you could do for the last meeting next week?

Be sure to “wrap up” the entire MMG and bring the necessary closure to the group

You have led this group. You have been faithful to your journey. You have probably “learned” some things and had many Wins as well. Take some self time this week to reflect on your walk with your group.

Have you finalized plans for your next MMG study?
CHAPTER THIRTEEN

WINNING ISN’T EVERYTHING, BUT LEARNING IS

Putting our lessons together

LEARN IT

“Go Ahead, JUMP!”

I. FINAL THOUGHTS ON LEARNING

A. Learning Too Often Decreases As Winning Increases

“Success is a lousy teacher. It makes smart people think they can’t lose”

- Bill Gates

B. Winning Can Actually Become A Distraction To Success

This concept is manifested in the following ways:

1. “Been There – Done That” – When a milestone becomes a tombstone
2. The Banquet Tour – Telling more about your successes than actually pursuing them
3. Success Guarantees Success – Nothing guarantees repeated success
4. The Momentum Myth – When you are winning, don’t stop!
5. One Hit Wonders – We should build off of yesterday, but not live off of it
6. The Entitlement Mentality – You don’t “inherit” success, you earn it
7. Playing Not To Lose – Sometimes winning makes one too cautious
8. The Arrival Plateau – If you have arrived, it’s time to throw dirt over you

Discuss what this quote means?

The Number One Rule Of Winning Is Don’t Beat Yourself
C. Learning Is Possible Only When Our Thinking Changes

1. Don’t let what you know make you think that you know – Always be a student

2. Maintain a positive mental attitude – “The worst things that could happen to me today could lead to the best thing that could happen.”

3. Embrace creativity in every solution – Using four straight lines, connect all nine dots without crossing the same dot twice, and without lifting your pencil

(Solution at the end of this outline)

4. Real learning is defined as a change in behavior
   a. “You haven’t learned anything until you take action and use it.”

The truth is, we already know more than most of are prepared to act upon.

5. What keeps you from acting:
   a. Fear?
   b. Laziness?

6. Continual success is a result of continually failing and learning
   a. If you can’t make a mistake, you can’t make anything.

7. Be willing to view failures as blessings in disguise
LIVE IT
“Keep Asking, ‘What Did I Learn?’”

II. FOCUS AND RISK AS YOU WIN, LOSE, AND LEARN
   A. Your Strength Zone and Your Comfort Zone

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<th>STRENGTH ZONE</th>
<th>COMFORT ZONE</th>
<th>RESULT</th>
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<td>Poor Performance</td>
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<td>Winning Is Continual</td>
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1. Traditional wisdom is to shore up your weaknesses
2. Success comes from working within your strengths, not trying to fix your weaknesses
3. Discuss this paradigm shift of working within your strengths among the group.

III. KEEP CLIMBING
   A. Taking Risks IS Part Of Success

   B. If You Are Reading This, It Means You Still Have Opportunities

   C. Fail And Learn, Or Fail And Lose: Choose Wisely
LEAD IT
“Never Stop Learning”

Discussion Question Options
Learning Opportunities

- Share a victory you have experienced in this study?
- How do bad experiences tend to make us look at our world?
- What are some ways to adjust when we have a bad experience?
- Have you been able to identify your Strength Zone and Comfort Zones? Ready to move out of comfort?
- How will you lead others to these Lessons you have learned?
- Ever think of leading your own Mastermind Mind Study?

Wrap Up

Have the group talk about the meaningful actions which they have implemented during these 13 weeks to ensure that the lessons in this study have been taken to heart.

Discuss the importance of meaningful action.

Celebrate the accomplishments - the victories that have occurred by rising to the challenge of the exercises during each day.

Allow the opportunity for each group member to express their gratitude and rejoice in their accomplishment.

Think about your legacy as mentor to this group. Talk about what it means to be a mentor in the context of John’s teaching. Offer your legacy statement and your thought process in developing it.

Ask those in your MMG if they would like to be a part of your next MMG which starts (insert date) and will cover the book (title of book)

Invite the “leaders” of your MMG to join you for a training MMG of how to lead a MMG. Expand your TEAM and expand your business. NOW is the time for you to continue to lead!

Thank everyone for their dedication to improving their leadership skills and for their faithfulness to the program. Above all, let them know that you appreciate their willingness to be open and participate and therefore make the class a great success.