

SESSION 4:

Mastering Your MasterMind and Your Mentors

1. We become who we "hang out with." Average your 5 closest friends, and that's you. If you want to change, change your group of friends (your "reference group"). Changing the group of people you hang out with will require you to change who you are, too.
2. Our brains are wired to start imitating other brains we come into contact with. So if you put yourself in the presence of someone who has a certain set of behaviors, you are encoding what they do into your brain on some level. So to grow, you need to change the people you hang out with. It's simple, but difficult for most people to actually do.
3. Patch together a new "persona quilt" from patches of success. Do this by surrounding yourself with people who are like how you want to become... and automatically you will begin to become more like those people.
4. If we want to connect with evolved people, but we just want to take from them and aren't really interested in contributing, they will pick it up on it right away. When they do, they will put on their "regular people camouflage" so that we won't want to hang out with them too long. On the flip side, they can sniff out the real deal in a second. Practice coming from a place of contributing, not just taking.
5. Social pressure can cause you to perform at your highest levels. A common example is performing in front of a group. So create social situations that force you to perform at your highest level and get things done you normally wouldn't.
6. A MasterMind is a small group of people that meets regularly with the sole purpose of helping each other become more successful.
7. Napoleon Hill said that no great success can be achieved without the MasterMind. Not 100% true necessarily all the time, but if you're going to bet one way or the other, bet on the MasterMind.
8. We often don't know what our greatest gifts are. We know the skills we worked at developing - but sometimes we can't see the things we are naturally great at. Email or call some people who know you and ask them what they see as one of your natural gifts/strengths.
9. There are vampires out there - people who have a inner will that is endless. They will suck you dry. Stay away from them.
10. Be committed to your own excellence and contribution. Be on the path to excellence.
11. Get scarcity needs taken care of so you can really focus on contribution.