

# Session 5:

## Creating Your Vision & Your Personal Introduction

1. The formula that allows you to reach anyone has three components: 1) Excellence 2) Purpose 3) Context
2. Excellence:
  - People who are excellent in something are typically very interesting to talk with
  - Excellence can be in ANY field. It gives you the sense that you have something to offer to anyone you talk to
3. Purpose:
  - To see a bigger vision of how to make the world better, and how what you do helps make that happen
  - Purpose creates a bigger vision you're being pulled into
  - Be specific. Not "my vision is for everyone to be happy" but "my vision is for every child on the planet to have free access to world class education via the internet"
  - Without a purpose, you have nothing to talk about with the people you want to connect with. All you have to talk about is yourself, and the truth is, no one cares. With a clear purpose, you have to have something to talk about bigger than yourself, and that's purpose
4. Context:
  - You need to have a context for the relationship - a project, idea, strategy, or vision - that you and the other person can collaborate on because it's something you're both passionate about
  - If you're both passionate about the same purpose, great, but it's not required when bonding. You do need some context that you're both interested in and passionate about)
  - You can work with anyone if you have a context for the relationship
5. We're moving from a "Tit For Tat"... you do this for me and I'll do this for you... to a model of Contribution and Receiving. In this newer more evolved model, you contribute just for the sake of contributing. And you practice receiving without the feeling of needing to "pay them back." This new model can make BIG things happen.
6. More evolved beings want to contribute without getting anything back. They don't need to worry about if they're going to get a fair shake 100% of the time, because they know if they don't get it back from a particular person, it's no big deal.
7. Receiving is about relaxing the need to give back, and just being grateful, which in turn instills in you with a deeper desire to contribute.
8. Appreciate the contribution they're making by receiving it fully. "Oh, you shouldn't have" means you're not really receiving, and you're robbing the giver the experience of receiving what they gave. You make them lose. Don't do this.
9. People who lead their fields do super fast contributing and receiving.
10. When people actualize themselves, they become huge contributors. Think of Bill Gates. So make yourself a success for the benefit of ALL of use.
11. Your purpose can make you very attractive - much more attractive than who you are personally.
12. Your clear vision will be one of the most important tools to connect with influential others.
13. **Exercise:** See yourself living your vision 20 years from now. Write down the vision or story in detail. Get in touch with how the excellence you will develop will help create the vision.