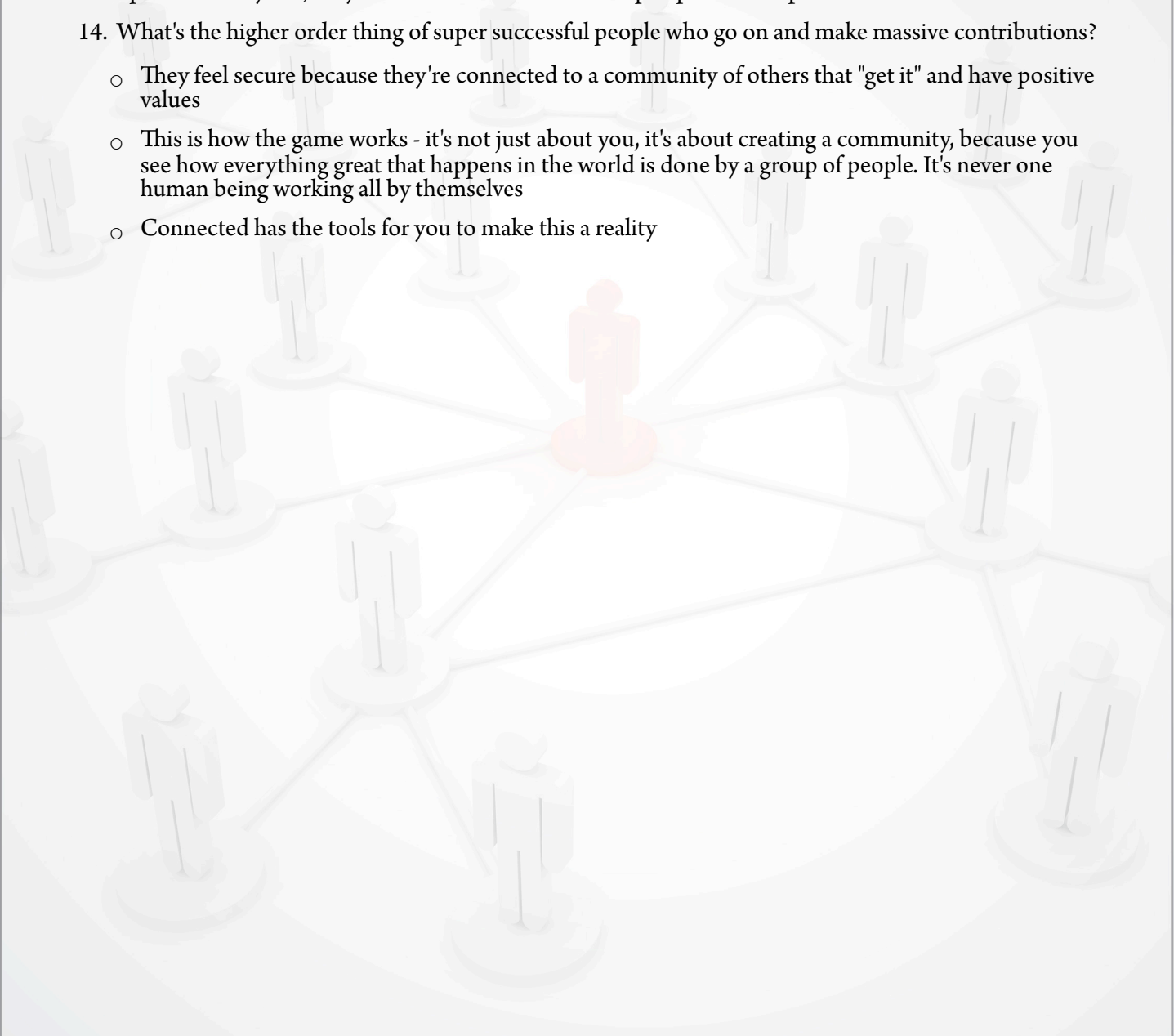


SESSION 8:

Designing Your Tribal Roadmap and Plan

1. How to design your tribal strategy roadmap and plan - three separate but related components:
 - Outcomes: What do you want?
 - Assets: What do you have?
 - Actions: What will you do?
2. Outcome:
 - Specific, measurable, has a date
 - What do your values insist you do? Form your outcome based on your values
3. Assets:
 - Anything you have that can help you achieve your outcome: skills, network, cash, education
 - The question to ask yourself here is: Do we have enough assets to get to our outcome? If you don't have enough assets, you set an "interim strategy" to get enough assets
4. Actions:
 - "I'm going to call x and ask him who his agent is and if he can get me an introduction by next Friday"
 - The question to ask yourself here is: Will my actions accomplish my outcomes?
5. When you ask yourself if you have enough assets, triple your outcome... this forces you to bring in way more than enough assets.
6. How to become your own creator of how you "occur to yourself" (self esteem)
7. How do you need to occur to yourself to become a world-class connector?
 - 5% of people are "twice borners". They asked how do I occur to myself? And: what do I do about that?
 - "I'm a person who has a lot to offer, I bring big value to every interaction, I can ask questions that lead to insights that most people don't get"
8. Future Talk: Most of us use descriptive language, talking about things the way they are now. The problem is that it's incapable of re-authoring yourself. Future talk is language that CREATES.
 - It doesn't describe, it creates
 - Declaration of Independence. They proclaimed it. They declared it to be so, even though it wasn't real yet. It's major chutzpa
 - Be the person you want to be, not just the person you've been known to be
9. Wyatt Woodsmall: All decisions are made with too little information.
10. Decision Leadership: Decisions need to be made. Most people are afraid to make a decision, to lead the decision making process. Instead, choose to make decisions in situations where there's not a lot of clarity.

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11. Self Appointment: I'm the beacon for men across the world whose wives cheated. I can do this. Appoint myself in my private world. I bring my ability to ask questions that cut to the chase of experts, to pull the best principles that other authors point to, and share my own insights.
12. Raise others' visions for themselves:
- When you realize they're not seeing how big they could be, say something like, "Based on what you're saying...." and then paint a vision that's bigger than what they see. "My vision for you is..."
13. The Great Fountain Of Leadership - great leaders became great because they started out at the bottom, and supported all the great leaders that came before them, and they naturally began moving up. And as they did, they reached below them and helped pull them up. That's the model to follow.
14. What's the higher order thing of super successful people who go on and make massive contributions?
- They feel secure because they're connected to a community of others that "get it" and have positive values
 - This is how the game works - it's not just about you, it's about creating a community, because you see how everything great that happens in the world is done by a group of people. It's never one human being working all by themselves
 - Connected has the tools for you to make this a reality