

*Third Minds presents.....*

# **Success Secrets They Don't Teach You In School**

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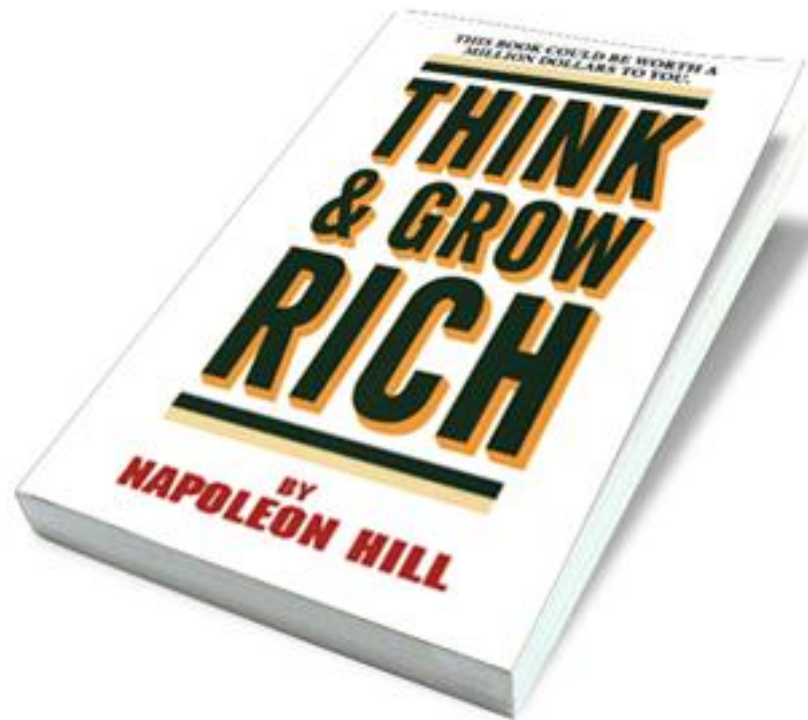
# Overview

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- Think and Grow Rich
- Informational Interviewing
- Networking
- 80/20 Principle
- Power of Goals
- Goal Setting Exercise
- Q&A

# Think and Grow Rich

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# Book In One Quote

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“Whatever the mind of  
man can CONCEIVE  
and BELIEVE....it can  
ACHIEVE”

# Desire

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- Desire to be Rich vs. Wish to be Rich
- There is no Option B!



# Knowledge is NOT Power

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# Steps To Take Today

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1. Fix in your mind the exact amount of money you desire
  2. Determine exactly what you intend to give in return for the money
  3. Establish a definite date for obtaining the money
  4. Write a clear concise statement with your determinations from above
  5. Read your statement twice daily
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# Informational Interviewing

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# Valuable Information

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- Major needed for job
- Variety of jobs available within industry
- Skills necessary for jobs
- Average Workday
- Career Paths
- Recruitment Specifics

# Who Should I Target?

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- Friends and Relatives
- Columbus Alumni
- Cold Calls

# Steps To Take Today

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1. Think of fields you want to explore
2. Develop a list of contacts
3. Determine Goals
4. Make contact and set up date
5. Do additional research

# Steps To Take After Interview

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1. Ask for additional references
2. Make notes about interview on contact sheet
3. Send a thank you note

# Networking

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# Always Make a Good Impression

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- Eye Contact is Key
- The Power of Smiles
- Be Enthusiastic About Life
  - People gravitate to optimistic, positive and cheerful people

# How to Interest People

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- A Person's Name is the Sweetest Sound to that Person
- Make the other person feel important
  - Deepest craving in human nature it to be appreciated
  - “Talk to people about themselves and they will listen for hours”



# How to Win these People

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- Don't Criticize, Condemn, or Complain
- Give Honest and Sincere Appreciation
- Never Say "You're Wrong!"
  - "Every man I meet is my superior in some way. In that, I learn from him"

# The Mind Set

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- What's Your Mission?
  - Passion
  - Goals to Paper
  - “Board of Advisors”

# The Skill Set

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- Take Names
  - Find the people who can get you there
- Always Follow Up
  - Timeliness and Sincerity
  - Follow-up with your “Go-betweens”

# Be the Master Connector

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- Forget the “Art” of Small Talk
  - Stanford MBA Study
- Build and Broadcast Your Brand
  - “Be distinct or extinct”

# Be the Master Connector

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- Don't Give Into Your Ego
  - Be sincere
  - Value those who helped you be successful
- Find Mentor, Find Mentees
  - Life long process for both Master and Apprentice

# 80/20 Rule

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# End Procrastination Today!

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**Eat That Frog!**

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**TM**



# Mark Twain

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*“If you eat a frog first thing in the morning, the rest of your day will be wonderful.”*

# Mark Twain

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*“If you have to eat a frog, don’t  
look at it for too long.”*

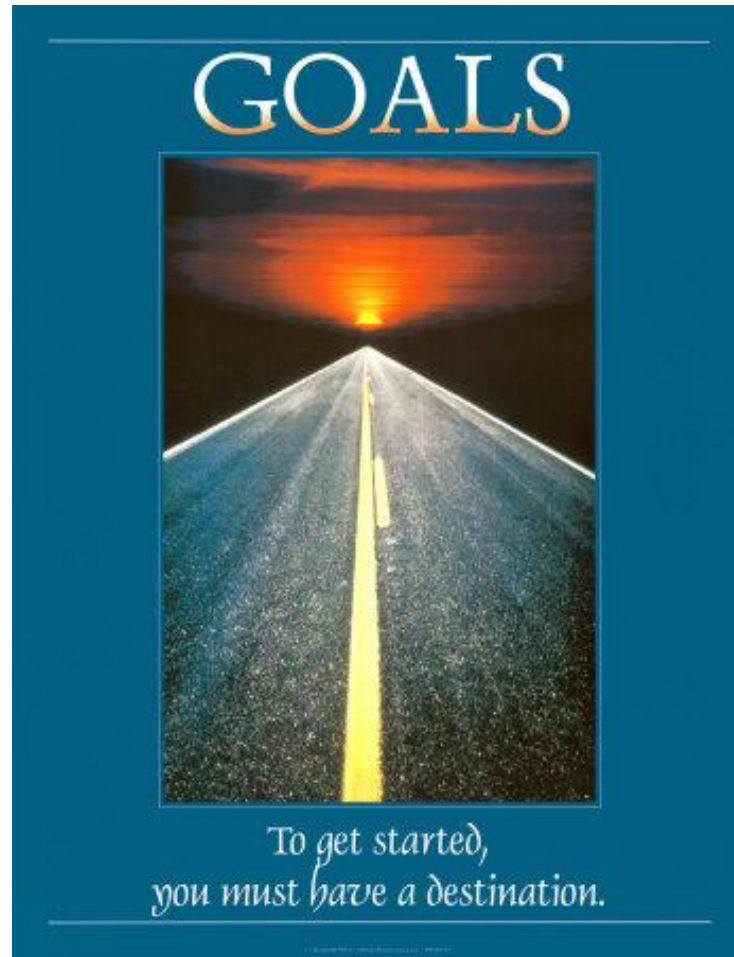
# Make a List Every Night

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- A. Task You *Must* Do
- B. Task You *Should* Do
- C. Task That Would Be *Nice* To Do
- D. Task You Can *Delegate*
- E. Task you Can *Eliminate*

# The Power of Goals

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# Harvard Goal Study

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- 1979
  - 84% of Students Had No Goals
  - 13% Had Unwritten Goals
  - 3% Had Written Goals
- Ten Years Later
  - 13% earned twice as much as the 84%
  - 3% earned **10 times** that of the 97%

# What You've Learned

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- The Power of the Mind
- To Find Your True Interest, Ask Questions
- Grow Your Base of Contacts
- Focus on the Important Tasks
- Set Measurable Goals

## THIRD MINDS

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### What is a Third Mind?

The term *Third Mind* was originally developed by Napoleon Hill in his best selling book, *Think and Grow Rich*. The Third Mind symbolizes the invisible, intangible force that is created when two individuals begin to bounce around ideas. Ideas are formed that would never have occurred to either person without the association. It is not a means of letting others do your thinking for you but rather it stimulates your own thinking. Third Minds is an opportunity to create an explosion of ideas that might never have existed otherwise.

### What Will I Find on this Website?

- Success Blog Updated Weekly
- Resources to Help you Achieve your Goals
- Schedule of Live Workshops
- Motivational Quotes

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### Latest Success Blog Posts

#### What A Flash Mob Can Teach You About Life

3 March, 2010, 7:05 am



Flash Mobs are improving the lives of people more than most of those could. People all over the world are finding happiness through such a simple act as dancing with strangers.

#### Live Each Day As If It Were Your Last? Not Quite

24 February, 2010, 6:15 am



The old success quote "Live Each Day As If It Were Your Last" almost arrives at the perfect way of viewing each day. Here is a better way of looking at it.

#### What Monkeys And 99% Percent Of The Population Have In Common



# Questions?

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