



Feeling of Importance

Week 1 – Planning

Week 2 – Mindset

Week 3 – Education

Week 4 – Systems

Week 5 – Execution

Week 6 – Documentation



Course Map

Day 1 – Faith, Entheos & Meditation

Day 2 – Poise, Focus and Happiness

Day 3 – How We Think

Day 4 – Feeling of Importance

Day 5 – Attitude



Course Map

Here's what we're going to cover

Magic Marble Story

Chief Aim In Life

Energize Your Team

What this can do for you

Gain instant respect from people

Increase your enthusiasm for life itself

Get the whole world with you

Magic Marble Story

Chief Aim In Life

Energize Your Team

Magic Marble story

Earl Nightingale told a story in “Essence of Success” about a friend,

Who would always carry a Marble around
in his pocket.

Whenever he would be speaking with a friend
or colleague,

He would pull out this Marble from his pocket...

And when asked why,

He said, years ago, he found himself not
paying attention to people talking,

This became problematic and he
couldn't get along with others,

And it was because he didn't really
listen to what others were saying,

He would just be thinking about what he
wanted to say the whole time they talked

And when they finished, he would start
talking about what *he* wanted to say

When he realized what he was doing,
that's when he decided to get this Marble

He called it his 'Magic Marble'

Now, whenever he speaks to others,

He pulls out this Marble from his pocket,

To remind himself to always put his attention
on others when they speak,

The Marbles name was, of course,
called...

Importance

Always remember everyone is important

No matter the role,

Or how little the job,

There are no unimportant jobs

Magic Marble story

Chief Aim in Life

Energize Your Team

Now, we're going to pivot from Importance
to Purpose

Only about 2 in 100 knows what their Chief
aim in life is,

When you have a Chief Aim,

You can begin to focus and organize your efforts and actions toward it,

But it's important to spend some time of
choosing something that's meaningful to you,

Something that you deeply care about,

Something that gets you excited,

Something that you can work on deep into the
night without getting tired,

Something that make you **spring up** out of
bed in the morning!

Magic Marble story

Chief Aim in Life

Energize Your Team

Your team will gain a new sense of meaning
as soon as you...

Give them a Feeling of Importance!

They that can do this, can have the whole
world with them,

And they that do not, will walk a lonely way

Take time to listen and seek to understand
their situation and what they experience

Let them know their work is Recognized
and Appreciated,

And Encourage them to do great work in
pursuit of Excellence,

Look to partner with Champions,

I don't mean Champions as in the winner
of something,

I mean, Champion, in that,

They will fight for you and your causes,

And Champion your ideas, and preach
them to others,

Another great Mentor of mine has an
acronym to keep your team energized,

A. R. E.

A. Appreciation

R. Recognition

E. Encouragement

That mentor is Lee Cockerell

That mentor is Lee Cockerell

I was introduced when I paid a subscription
to Clay Clark's edutainment course,

Another source traced by to my LDP course
that was extra work for no more money

I would call Lee highly qualified on the
subject of motivating people,

He finished his career as Vice President of
Operations for Walt Disney,

Supervising 5,000 Managers and
45,000 Cast Members,

There is no job too small,

Every job is important.

There's a saying in show biz,

There are no unimportant roles,

Only unimportant parts - made unimportant -
by unimportant people

Action Item

Write down your Chief Aim in life

Take some time to think about this, don't just write down the first thing you think of



T Feeling of Importance