### Richard's 8 secrets of success





### Can you remember....



What are you passionate about?



I'm driven by my passion.

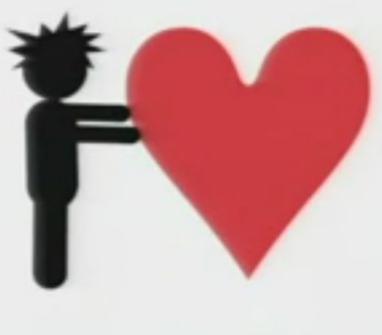
Freeman Thomas car designer, DaimlerChrysler

### Do it for LOVE Not MONEY

I would pay someone to do what I do.

Carol Coletta radio producer, Smart City

What would you do for love and not for money?



What do you do that is hard work but is also fun?

It's all hard work. Nothing comes easily. But I have a lot of fun.

Rupert Murdoch big cheese CEO



What are you good at?

What do you want to be good at?



What do you focus on? (Now)

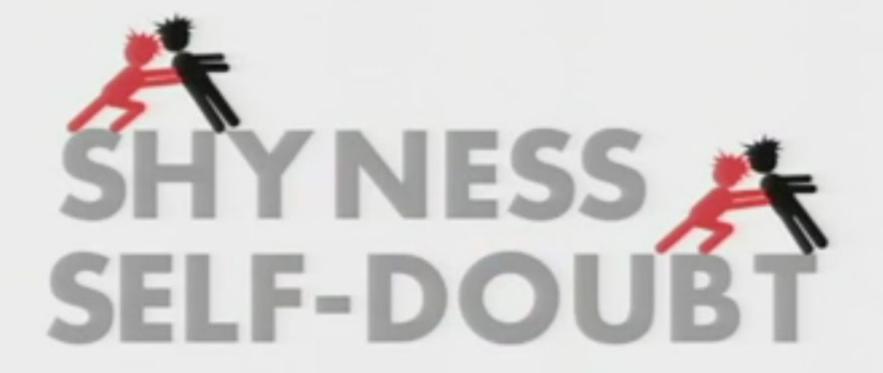
What would you like to focus on? (later in life)

How do you push yourself to succeed?



Push yourself. Physically, mentally, you gotta push, push, push, push.

David Gallo marine scientist



Can you push yourself through doubt and shyness?

Who or what pushes you?

## It's not always easy to push yourself



My mother pushed me.

Frank Gehry architect

Who pushes you to succeed?

What do you want to do for others?



It was a privilege to serve as a doctor.

Sherwin Nuland professor of surgery, Yale

# Millionaires serve others something of value

What can you do for or give to others that has value.



Do you have lots of ideas?



I had an idea—founding the first micro-computer software company...

Bill Gates software guy

Listen
Observe
Be Curious

Ask Questions
Problem Solve

Make Connections

How many of these do you do often?





When you try to do something, do you persist (do yo keep trying again and again until you succeed)?

OR

When you try to do something, do you give up (stop trying after one try)?





Criticism
Rejection
Arrogance
Pressure

Do you persist through failure and other challenges?

### Can you remember....











## WHAT LEADS TO SUCCESS?











- Do you agree with these 8 steps?
- Can you add any?
- Are any unnecessary (not needed)?





Have you ever used any of the steps in the past?





#### Think of a time...

- Think of a time when you were successful?
  - O Which steps did you use?





- Think of a time when you didn't succeed.
  - O Which steps could you have used?

