

Why Are Ninjas So Lucky?

A Webinar with Larry Kendall

A. Lucky People – the Ninja Interviews

B. The Science of Luck - *The Luck Factor* by Dr. Richard Wiseman

In a study of 400 “lucky” and “unlucky” people, research shows that lucky people often make their luck because of 4 principles:

4 Principles of Lucky People:

1. _____

2. _____

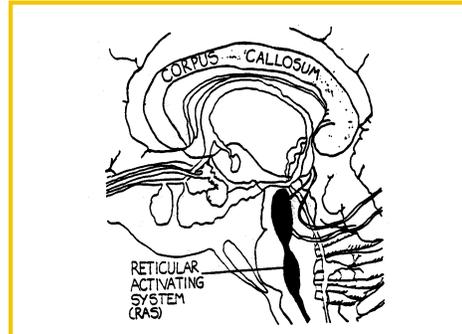
3. _____

4. _____

The Cafe’ Experiment:

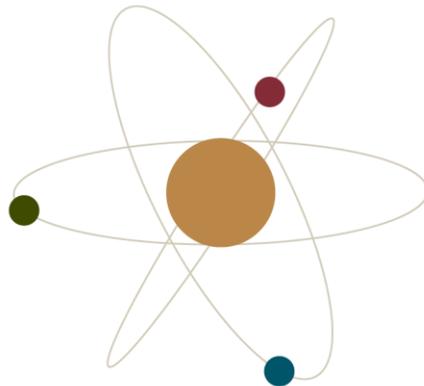
C. 7 Ninja Patterns: 7 principles we teach in Ninja Selling

1. Reticular Activating System (RAS)



What you focus on _____ . – Dr. Roger Speery

2. The Field



Einstein's Question: " _____ ?"

"Vibes" and "Premonitions"

3. Your Mindset: _____ vs. _____

Gratitude Research by Dr. Robert Emmons, University of California, Davis

4. Your Reference Group:

"As much as 80% of your success is determined by your reference group."

- Dr. David McClelland, Harvard University

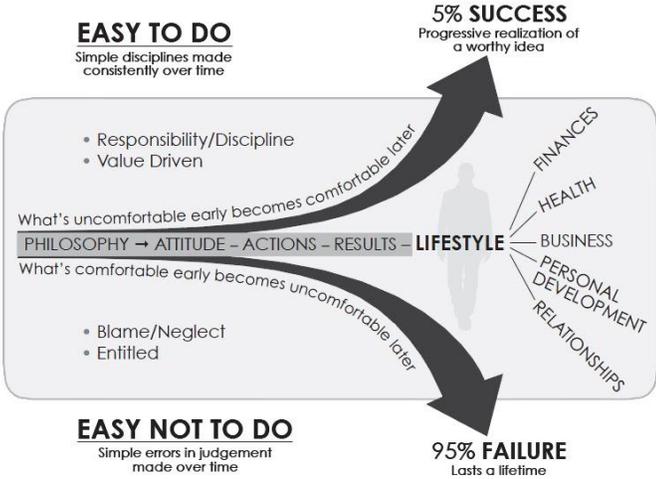
5. Balanced Brain Decisions – *How We Decide* by Jonah Lehrer

Emotional

Rational



6. Incremental Change – *The Slight Edge* by Jeff Olson



“Your life becomes a printout resulting from the small decisions you make each day that are compounded over time.” – Jeff Olson

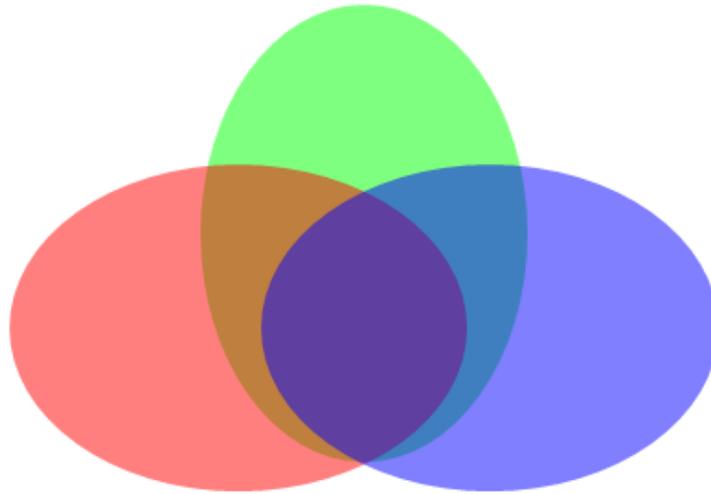
7. Your Actions:

The Law of Precession: “Bodies in motion influence each other at 90 degree angles.” – R. Buckminster Fuller

D. Finding your “Element” – ***The Element*** by Dr. Ken Robinson

“The Element is the point where natural talent meets personal passion. When people find ‘their element’, they feel the most authentic, the most themselves, and the most inspired. They feel they are being who they were meant to be and doing what they were meant to do. When they are in their element, they tend to achieve at their highest levels.”

Finding your Element (Purpose)



Finding Your Element (Purpose)

A Belief: You are here for a _____.

1. The Best of Times

2. The Worst of Times

3. Common Threads?

“When you are ‘On-Purpose’, the universe conspires in your favor.”

Gratitude Research – Dr. Robert Emmons, UC Davis

- **Gratitude Journals:** In an experimental comparison, those who kept gratitude journals on a weekly basis exercised more regularly, reported fewer physical symptoms, felt better about their lives as a whole, and were more optimistic about the upcoming week compared to those who recorded hassles or neutral life events.
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- **Goals:** A related benefit was observed in the realm of personal goal attainment: Participants who kept gratitude lists were more likely to have made progress toward important personal goals (academic, interpersonal and health-based).
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- **Mindset:** A daily gratitude intervention (self-guided exercises) with young adults resulted in higher reported levels of the positive states of alertness, enthusiasm, determination, attentiveness and energy.
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- **Giving:** Participants in the daily gratitude condition were more likely to report having helped someone with a personal problem or having offered emotional support to another.
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- **Health:** In a sample of adults with neuromuscular disease, a 21-day gratitude intervention resulted in greater amounts of high energy positive moods, a greater sense of feeling connected to others, more optimistic ratings of one's life, and better sleep duration and sleep quality, relative to a control group.
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- **Well-Being:** Grateful people report higher levels of positive emotions, life satisfaction, vitality, optimism and lower levels of depression and stress. The disposition toward gratitude appears to enhance pleasant feeling states more than it diminishes unpleasant emotions. Grateful people do not deny or ignore the negative aspects of life.
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- **Social:** People with a strong disposition toward gratitude have the capacity to be empathic and to take the perspective of others. They are rated as more generous and more helpful by people in their social networks.
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- **Spirituality:** Those who regularly attend religious services and engage in religious activities such as prayer reading religious material score are more likely to be grateful. Grateful people are more likely to acknowledge a belief in the interconnectedness of all life and a commitment to and responsibility to others. Gratitude does not require religious faith, but faith enhances the ability to be grateful.
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- **Materialism:** Grateful individuals place less importance on material goods; they are less likely to judge their own and others success in terms of possessions accumulated; they are less envious of others; and are more likely to share their possessions with others relative to less grateful persons.