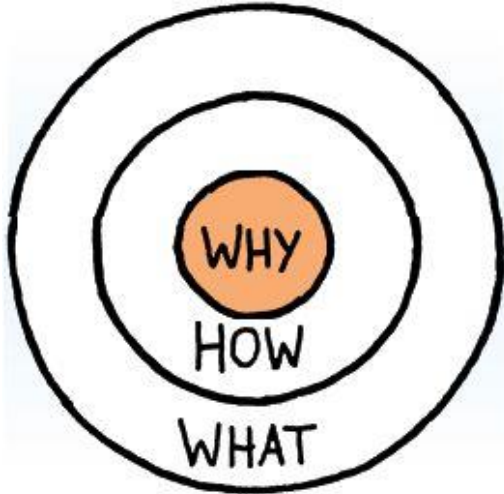


Living a Life of Passion (and funding your passion)

A Ninja Lesson with Larry Kendall, author of *Ninja Selling*

1. What is your passion?



2. Do you have a passion for real estate?
3. Whatever your passion, it has to be _____.
4. The Goal of Ninja Selling: To increase your income per hour so you can have a life – and follow your _____.
5. What is the difference between a “Top Producer” and a “Ninja”?
6. Your “Why” is the _____.

“He who has a why to live can bear almost any how.” – Friedrich Nietzsche

7. The Aaron Hart Story

8. Your passion has to be funded.

- Pareto's Principle (80/20 Rule) Focus on the "Vital Few"

1. _____
2. _____
3. _____
4. _____
5. _____
6. _____
7. _____
8. _____
9. _____

9. The Power of Time Blocking

"Either you run your day or your day runs you." – Jim Rohn

10. The Gina Theriault Story

11. Your Passion List – Your "Rocket Fuel"

- Family
- Occupation/Career
- Recreation/Dreams
- To Be/To Give

12. Why do we exist (other than to make money)?

- A Magnificent Life: “We exist to help our people go from the life they have to the life they dream about.” - Ninja Leadership class
- The Bob Parks Story

13. An effective manager helps their associates with:

- _____
- _____
- _____

14. An effective manager’s job is to help their associates:

- Make their _____
- Set and achieve _____
- Set and achieve _____

15. Got Passion? Got Commitment to the Passion? (Is it a want or a passion?)

- College?
- Wake-up Money?
- Our greatest fear? Being _____.

“More wealth is created through real estate than through any other investment.”

- Dr. Thomas J. Stanley, *The Millionaire Next Door* & *The Millionaire Mind*

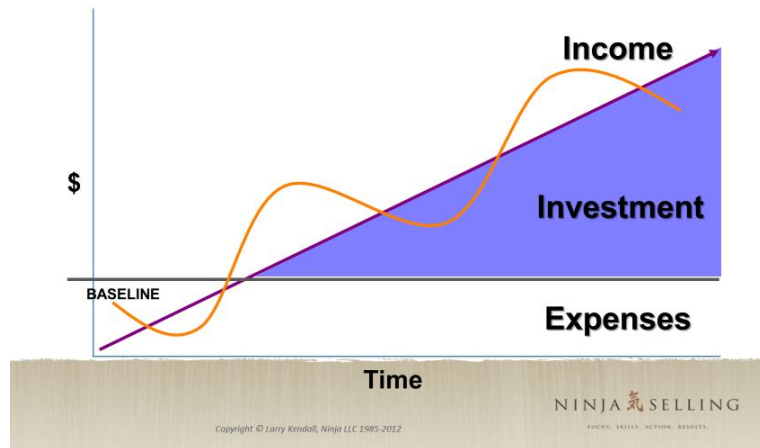
“The greatest investment I’ve seen is _____.

- Peter Lynch, Retired Manager of Fidelity Magellan Fund and author of *Beating the Street*

“Only invest in things you understand.” – Warren Buffett

- The Wealth Creation Model

Wealth Creation Model



16. How do we fall of the passion path?

- Life events

Response – Ability

“That which does not kill us makes us stronger” – Friedrich Nietzsche

- Defaults:

- Giving up
- Hanging out – having no goals or passion – living day to day
- Internet Addiction
- Distractions

“The enemy of Mastery is not mediocrity. It is distractions. The addiction to distractions ruins many potentially awesome lives. – Robin Sharma

- The Solution: _____
“Wherever you are, be there!”

17. Living a Passionate Life

“Every time I say ‘yes’ to something I don’t have the time, energy, or desire to do, I’m saying ‘no’ to myself, my family, and my goals.”

18. Your “why” is not more _____!

- Your life story
- Stuff or story?
- What will be your story? Will you have a story?

19. Heaven and Hell

20. Your passion is your _____.