

“How to Go Further, Faster”

The Building Champions Experience

Thursday, September 17, 2009

7:15–8:15 a.m.

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Announcement

If you signed up for the breakfast today through my blog, we have the gift that we mentioned at the back of the room after the session.

Introduction

- In 2002 our daughter Mindy got married. After the wedding, I took the family to the beach.
- We all read *Write It Down, Make It Happen* by Henriette Anne Klauser. Her premise is that just the act of writing stuff down sets in motion certain things in the universe.
- We then wrote out a list of “100 Things I Want to Do Before I Die.”
- I know call this my “Bucket List.” It’s really an amazing, audacious list. (Share some of the items.)
- When I review it, I am both amazed and stunned at how many of the items I have actually accomplished.
- The list keeps growing. I have more than I could accomplish in seven lifetimes.
- So how do you actually make progress on your goals? How do you get from here to there in the least amount of time possible?

Main Premise

I’m going to tell you the single most important thing you can do to make your dreams become reality. I have done this over and over again in my life. To the extent I have achieved any level of success, I believe this is the secret:

To go further, faster, you need to enlist the help of the best coaches and instructors you can afford.

Motivation

Why is this important? Three reasons:

1. Because you want to speed up the learning process and get to your destination faster.
2. Because you don't want to reinvent the wheel. Someone, some where has already done what you are attempting to do.
3. Because you want to avoid the common mistakes—and pain—along the way.

Application

So, practically speaking, how do you do this? There are basically *three* ways you can do this. I am going to present them you from least expensive to most expensive:

1. Read the best, most relevant information:
 - Start with Google.
 - Check out Wikipedia. (Wikipedia has more than 13 million articles. Studies show it is more accurate than *Encyclopedia Britannica*.)
 - Subscribe to blogs.
 - Read relevant books.
2. Sign-up for specialized classes:
 - When I wanted to learn how to build a great marriage, Gail and I attended several courses on marriage, one taught by **Gary Smalley** and, more recently, one taught by **Emerson Eggerich**.
 - When I wanted to figure out my purpose in life and where I fit into the totality of God's plan, I attended John Eldredge's "**Wild at Heart Boot Camp**."
 - When I wanted to improve my writing skills, I signed up for an intensive one-week course from American Writers & Artists, Inc. called, "**The Copywriting Success Bootcamp**."
 - When I wanted to improve my golf short game, I signed up for a one-day course with **Nancy Quarcelino**, one of the best golf teachers in the country.
 - When I wanted to learn how to create alignment in teams, I took a one-week course from Gap International called "**The Alignment Intensive**."
 - When I wanted to learn how to use Photoshop to edit my digital photos, I took a one-day course from Ben Willmore called, "**Photoshop for Digital Photographers**."

These are just a few examples of dozens I could cite. I have also taken courses on fly fishing, combat handgun, byzantine chant, and ballroom dancing.

Some of these courses were free. Some cost a few hundred dollars. In a few rare instances, the courses cost several thousand dollars. Regardless, you can sometimes find very good, free or inexpensive courses taught by churches or other non-profit organizations or even local colleges. Like I said, enlist the help of the best coaches and instructors you can afford.

3. Hire world-class experts:

Next, I enlisted the help of real people who could hone my skills beyond what I could learn in a book or garner from a course. For example:

- When I wanted to take my business to the next level, I hired Daniel Harkavy, the president and founder of Building Champions. He helped me craft my very first “life plan.”
- When I wanted to create a comprehensive strategic plan for my company, I hired Dan Meub, also of Building Champions. He has consulted with me now for almost five years on every aspect of corporate strategy.
- When I wanted to take my personal leadership skills to the next level and really see how my own thinking was impacting our corporate results, I hired Ilene Meuthing of Gap International.
- When I wanted to figure out why I kept slicing my drives, I hired Nancy Quarcelino for a two-hour session. She videotaped me, so I could see the problem in my swing and fix it for good.
- When I wanted to get in the best shape of my life, I hired Tom Gmitter at my local YMCA as my personal trainer. He designed a plan that I could have never developed on my own.

Inspiration

Imagine ...

- What could happen in your life if you did what I am suggesting this morning?
- What could happen in your marriage?
- What could happen in your career or with your company?

Why should you struggle for years, reinventing the wheel and making the same mistakes that others have made.

Conclusion

To reiterate, if you want to go further, faster you need to enlist the help of the best coaches and instructors you can afford. This means:

1. Read the best, most relevant information.
2. Sign-up for specialized classes.
3. Hire world-class experts.
 - a. Maybe it's time to hire a coach. This is not for everyone.
 - b. You couldn't do better than Building Champions.
 - c. This is an investment in yourself and in your future.
 - d. You will easily cover the cost of coaching in the form of career advancement and new opportunities.