

# THE GREATEST LIVING SUCCESS COACHES

LES BROWN AND LANCE HOOD IN CONVERSATION

*"Living Up To Your Own Personal Greatness"*

Lance Hood: Hi, this is Lance Hood with the Greatest Living Success Coaches. Today you're going to learn directly from one of the world's top experts in teaching people how to live up to their own personal greatness. His name is Les Brown. Les Brown is not only a world renowned speaker, but he's also a successful entrepreneur, best-selling author, as well as being a TV and radio celebrity. Les's personal story of success has made him one of the most recognized speakers in the entire coaching industry. But, with all of his success you'll still find him referring to himself as Mrs. Mamie Brown's Little Boy.

Les, on behalf of myself, and everyone listening, welcome to the call.

Les Brown: Thank you so much, Lance. Let me correct you here. I'm Mrs. Mamie Brown's *Baby Boy*. (Laughing)

Lance Hood: Baby Boy, okay.

Les Brown: Yes, indeed. Thank you so much for having me. It's an honor to be able to talk with you.

Lance Hood: And, I know you're busy, that's for sure.

Les Brown: Well, we all are. I think that being able to talk with you is an honor. I like the fact that you've committed yourself to be a channel and bridge to help people to be exposed to personalities and agents of change that's making a difference and making an impact on the planet. So thank you for the commitment you've made with your life.

Lance Hood: Absolutely. Well, can you share some of that great story with everyone who's listening and maybe how you became one of the top experts in your field?

Les Brown: My particular story...what got me to where I am right now is, I think, the most fascinating part of it that most people speak of is my beginning. I was born in a poor section of Miami, Florida called Liberty City, in an abandoned building, on a floor, with a twin brother. When we were six weeks of age we were adopted by

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Mrs. Mamie Brown who only had a third grade education, but she had a PhD in mothering. When I was in the fifth grade I was labeled educable mentally retarded, put back from the fifth grade to the fourth grade and failed again when I was in the eighth grade. I have no college training.

But, my mother was a domestic worker on Miami Beach. We ate the food leftover from the families that she cooked for. We wore the hand-me-down clothes from the children that she kept. And, I'll never forget the fact that one of the families she worked for, the Sidursky family, and Sam Axelrod, that they both listened to motivational messages on a regular basis. One of those individuals that I listened to was Earl Nightingale, "The Strangest Secret in the World". Through listening to motivational messages by Dr. Norman Vincent Peale, Earl Nightingale, Zig Ziglar, Charles Filmore, Ernest Holmes, all of these individuals impacted my mind. And, I feel they contribute to my being who I am today in terms of loving to help people to get a larger vision of themselves beyond their circumstances and mental conditioning.

Lance Hood: That's amazing.

Les Brown: Thank you.

Lance Hood: Les, what are three of the simplest, yet most profound principles or strategies that our listeners can possibly learn on the topic of living up to your own personal greatness?

Les Brown: Well, the first step that I learned about this, living up to your own personal greatness, was from Mr. Leroy Washington. I'll never forget him, I was in his class. He said, "Young man, go to the board and work this problem out for me." I said, "I can't do that, sir." And he said, "Why not?" And I said, "I'm not one of your students." He said, "Do it anyhow." And, I said, "I can't, sir." The other students started laughing. And, he said, "Why not?" I said, "I'm not one of your students." He said, "It doesn't matter." And, then they started saying, "He's DT." They started chanting, "He's DT. He's DT." And he said, "What does that mean?" And they said, "He's Lesley, he's not Wesley. DT stands for the Dumb Twin. He's the dumb twin." And I said, "They're right, sir. I'm educable mentally retarded." And he came from behind his desk,

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he looked at me and he said, "Don't ever say that again. Someone's opinion of you does not have to become your reality."

And that began a mentoring process. One of the things he taught me, he said, "Mr. Brown, develop your mind." What he was really saying, more than anything, that you don't get in life what you want, you get in life what you are. He said, "Develop you mind." I guarantee you, he said, "You'll be able to carve out a life for yourself." Be not conformed to this world, but be transformed by the renewing of your mind. It's an ongoing basis. Never stop stretching and challenging your mind. That was number one.

So I've spent years going to seminars and workshops and listening to motivational messages. I still do. I read two to three books a week. I'm always traveling with books and giving them to people and I'm always seeking out new information and knowledge on a regular basis and go to all types of seminars and workshops. Even to this day. I don't want to become like the lumberjack that Zig Ziglar talked about that said that his wood production dropped by 40% because he wouldn't take the time to sharpen his axe. Many people never live up to their true greatness because they're suffering from mental malnutrition. They don't take the time to sharpen their minds and that's a regular day to day process.

The other thing that is very important for achieving one's greatness is monitoring your relationships. I teach people to practice the principle of OQP - Only Quality People. Dr. Dennis Kimbro said, "If you're the smartest one in your group, you need to get a new group." As you look at yourself, look at your goals, look at your dreams, you look at your relationships, you have to ask yourself the question, and Jim Rohn posed this question: What is this relationship doing to me? MIT did a study and the study indicated that you earn within \$2,000-\$3,000 of your closest friends.

My mother used to say, "Lesley", (I replied), "Yes, Ma'am." She said, "Birds of a feather flock together. If you run around with nine people that are poor..." She said, "I guarantee you'll become number ten." (Laughing) So, you have to constantly look at your relationships and you have to upgrade those relationships.

The other thing that's important, Mr. Washington said this, he said, "Mr. Brown, develop your mind, be mindful of your relationships,

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and develop your communication skills. Because once you open your mouth you tell the world who you are.” And he was absolutely right. We’ve just seen the President of the United States was decided between two men that had a story. One, a Vietnam veteran, who’s a five-year POW, and the other one a south-side Chicago activist, raised in a single family household. Their ability to tell their story determined how much money they were able to raise, and how many votes they were able to garner. I read something that said communication is the lever that moves the world.

So those are the three things that I think are critical for anybody’s success in life: Developing one’s mind, developing and upgrading continuously one’s relationships, and constantly working to enhance and develop your communication skills. He said put your money where your mouth is. So that is major.

Lance Hood: How do you suggest people go about finding those ideal relationships?

Les Brown: I think that you have to look at the people that are doing what it is that you want to do, at the level that you’d like to do it. And get those people for coaches and mentors and invest in yourself. As they say, information costs, but it pays for itself. You have to surround yourself with people that you can learn from, that you can grow from, in various areas of your life, mentally, emotionally, spiritually, financially, professionally, people that will stretch you and cause you to reinvent yourself. You have to seek them out. They’re not going to find you, you’ve got to find them. I found Mr. Washington. I was in special education. He was never my instructor. I volunteered to be in his presence. I volunteered to be a stage hand. He was a speech and drama teacher. I did the lights, I pulled the curtains, I stood on a box, a crate, a milk crate and looked in a portable window. And (I) watched him coaching kids to participate in the Elks Oratorical contest or drilling them to participate in various plays. I studied his techniques and strategies. That was my goal and vision and dream, to be like Mr. Washington, to teach people how to speak and how to connect with their power voice. I admired him and everywhere he turned I was always there, always following him. Whenever he gave a speech I was in the audience taking notes and listening to everything that he said. Whenever he was working with students, even one-on-one

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for hours, just on one line, the delivery of how to begin to give life and power to one line, I would watch him and study that.

So, you got to seek those people out. I've watched and studied Dr. Norman Vincent Peale many, many years. I'd watch Billy Graham, I would turn the volume down to watch how he used his hands and used his eyes and movements. All the great orators, Jim Rohn, I watched him, studied him. Earl Nightingale, I listened to him for so many years. Zig Ziglar, I would watch him. I would drive two and three hundred miles. I knew when he stood on stage and when we went to stage left, I knew when he was going to kneel.

I studied them all, Bill Bailey, who started Best Line products, Dare to Be Great. And Glen Turner, I studied all the great ones. Mr. Peale, he would come out on the stage and (say), "You! You've got greatness in you! Don't allow your circumstances and your negative thoughts determine who you are. You! You must fight for what you want. You. You've got to control your thinking." I watched him and studied him. He spoke and he gave me goose-pimples. Oh, I studied these guys. Paul Harvey, no one can tell a story and mesmerize you and hold you on the edge of your seat and allow you to see the story through the radio. He made radio, television. There's never been a greater master in telling a story, like Paul Harvey. I studied the great ones. That's what you have to do.

Lance Hood: Not only did you study them, but it sounds like you really got into the details of how they were able to do that so that you could almost model what they were doing.

Les Brown: Yes, you have to not only study their strategy and their technique, but I also studied their backgrounds. Because you wanted to know, what was their preparation? It's one thing to see the results, but to go behind and find out what did they do to become who they were, that's crucial. So, I had to do that because I was transferring from being a sanitary technician, as I called myself. I worked for the Miami Sanitation Department as a garbage collector. I had a vision and dream of being on stage with Dr. Norman Vincent Peale. It happened many years later. It didn't happen instantly. But, in order to learn that culture, to learn that mindset, to learn that language, to learn how to begin to reinvent myself to give

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birth to a part of myself that I didn't even know at that time existed, I had some coaching and help and assistance to get that out. And that's one of the reasons you have to have relationships that you can learn from, someone that can coach you and help to expose you to a part of yourself that you're not aware of, because you can't see the picture when you're in the frame. Through that kind of detailed study and focus and concentration I was able to tap into their minds and learn that process and then begin to work on myself. And, through persistence and perseverance and practice and application and implementing I was able to create and develop my own style.

Lance Hood:

Les, I wanted to ask you a question. A lot of the things that I've learned today that have helped me out so much, I've actually learned through mistakes I've made. What are three of the biggest mistakes you see people making? And then how would you go around solving those mistakes?

Les Brown:

Well, first of all, the first one is, you have to understand that you will fail your way to success. That's number one. Eighty-seven percent of people allow their fear of failure to outweigh their desire to succeed. One of the things, once you decide what it is you want to do with your life, you know, someone said, the most important moments in your life is the day and that you're born and then the day that you realize *why* you were born. Once you realize why you're here, because I believe you were not born to work for a living, but to live your making, and living your making will make your living, once you realize why you are here, then you must commit yourself. Zig Ziglar said, "Commitment is the willingness to go from failure to failure without losing enthusiasm." You've got to be willing to go through and to grow through the failures because you will learn through those things.

I used to be a state legislator in Columbus, Ohio. I passed 14 bills my first term. The way I learned how to do that was by failing constantly and challenging the attorneys and the Ohio legislature, who were experienced and very brilliant and had all kinds of credentials and education that I don't have. But, I studied them and I watched them, but I also allowed myself to challenge them on the floor of the House of Representatives and be embarrassed and be humiliated, but each time I lost, I lost because of something that I did not know. And after awhile, over a period of time, I

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became better. When I won, I won because of what I knew. When I lost, I lost because of what I did not know.

I tell people you don't have to be great to get started, but you have to get started to be great. So, make "no" your vitamin, make "rejection" your vitamin, make "failing" your vitamin. What did you learn? What is it you need to do strengthen yourself? How can you begin to leverage that experience. Oliver Wendall Holmes said, "Once a man or woman's mind has been expanded with an idea, concept, or experience, it can never be satisfied to going back to where it was." All of the things that we go through, those things contribute to our being who we are today.

The challenge is, is continue to experience, roll with the punches, make the mistakes, learn from the mistakes, and go back to the drawing board and come back again. That's major. You've got to be active in life. I saw the movie, "Shawshank Redemption", and Morgan Freeman had a line at the end of the movie. He said, "In life you're either busy living or busy dying." And most people are busy dying. You want to live life. You want to live full. Helen Keller said, "Life is either a daring adventure or it's boring." So you want to constantly engage in life and take life on. That's how you discover yourself.

Having goals beyond your comfort zone because in order to do something you have never done, you've got to become someone you've never been. Remember in the "Lion King" there's a line, "Simba, you're more than that which you have become." That's one of the reasons I give a speech called, "Live Full and Die Empty." We have abilities and talents in us that we will never, ever discover if we're not willing to stretch ourselves and challenge ourselves and be willing to become risk takers. Viscot said, "If you are not willing to risk, you cannot grow. And if you cannot grow, you cannot become your best. If you cannot become your best, you can't be happy. And if you can't be happy, then what else is there." Helen Keller said, "Life is short and unpredictable, eat the dessert first." (Laughing) That's what I'm talking about!

Lance Hood:

What do you think would be the number two mistake that people make?

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Les Brown:

The number two mistake that people make is thinking that the defeat that they experience defines who they are. I had a nationally syndicated talk show, by King World. King World, they cancelled the show, I cancelled myself. I didn't realize that for a long time. I went around for eight years, said to audiences that I had the highest rated, fastest cancelled talk show in the history of television. It was not. It was a show that I was a hired hand, I was a talent. They hired me and they cancelled the show, but I cancelled myself.

One of the things that I did was that, when I would say that, the audience would laugh, but it wasn't funny. See, how people live their lives is a result of the story they believe about themselves. And so, one of the things that I realized as you begin to look at your life, it's very important that we continuously engage in self-awareness and personal inventory, because there are things that impact us and that we've gone through that we're not aware of. I saw this movie, "Magnolia", Tom Cruise came in the middle of it. There is a powerful line in there that says, "We might be through with our past, but our past is not through with us." And, because I did not take the time to reflect, to take personal inventory, to ask myself, how did this affect you and what are you going to do now, I just kept moving. I didn't do that type of soul searching with that. I took a hit. I was knocked out on my feet and I didn't know it.

Then, someone called it to my attention, accidentally. I went to this friend who I had interviewed on radio and she called me and told me she had a surprise for me, and wanted me to come to town to see her. I went to see her early and she wasn't at the radio station then, she was at a television studio. I went to the studio and I said, "Mildred". And she said, "Oh, what are you doing here? I wanted to surprise you. You're supposed to be here tomorrow." I said, "I wanted to surprise you." I said, "What is this?" and I saw up on the lights the "Mildred Gaddis Show". I said, "You have a show?" She said, "Yes." I said, "How did you get a show? Who sponsored you?" She said, "I sponsored myself. After I interviewed you and you gave me a set of tapes called, 'Choosing Your Future', listening to your tapes I decided I could have my own show. I can do more than radio." I said, "What tape did you listen to?" (Laughing) "You listened to one of my tapes and you got your own show?" I've been on stage for eight years, flying all over the

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country, around the world, telling people I had the highest rated, fastest cancelled talk show in television history. And, while she was talking to me, Lance, she had to ask me questions two and three times because I said, "Mildred's got a show and I don't have one?" And then something happened, she changed how I saw myself. She changed my story.

How people live their lives is a result of the story they believe about themselves. And so, what we do when we speak, I teach and train speakers, you know, distract, dispute and empower. Her example distracted me from my story. And, I'm looking at her and it disputed that I didn't need to tell that story anymore, because it said, wait a minute, Mildred has a show, then if Mildred has a show, that means I can get a show.

When I left there, I left with a new story. My new story was, I'm going to get my own show. I'm going to get my own television show. I just produced a special for PBS. And so, I still have that example with Oprah Winfrey, she has HARPO Production, but at that time I didn't even look at that. Helen Keller says, "When one door closes, another door opens." But most people spend so much time looking at it, talking about the closed door, they don't see the open door. And so, I left there a new person, with a new story, and a new challenge.

That's why it's crucial that we watch ourselves, we monitor ourselves, we have some coaching, because you can't see the picture when you're in the frame, that we take the time for quiet listening and ask ourselves some crucial questions and be honest with ourselves. We also need some caring feedback because you can't see the picture when you are in the frame. You have to have somebody who cares about you and will tell you the stuff that you might not want to hear it, but you need to hear it.

Lance Hood: Yeah.

Les Brown: Yeah, you don't need people around you who are just going to agree with you, who won't challenge you. You don't need "yes" people around you. You need people who will call you on your stuff and hold you accountable and pull you to a higher standing, people will get in your ear and make you stretch. That's crucial for achieving your greatness. You can't get there by yourself. Tiger

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Woods, when he hit a ball, there's a guy...he's the best in the world on one leg. When he hit a ball he looks down the runway and then he looks to the right to see his coach. Michael Jordan, called one of the greatest basketball players that ever played the game, but he never won a championship without Phil Jackson. Mohammad Ali won all of his major championships with Angelo Dundee. You've got to have a coach.

Lance Hood: You're absolutely right. Every top athlete out there has a coach.

Les Brown: Absolutely. You can't get there by yourself.

Lance Hood: Les, let me ask you this, if you had one more mistake, that was a top mistake that people make, what would it be?

Les Brown: One of the top mistakes is...you don't have to be right. You don't, and what I mean by that is that I was convinced for a very long time, for 14 years, I was convinced I, according to appearances, that I couldn't do what I'm doing now. For 14 years I did not do what I'm doing. For 14 years, I convinced myself, Les you don't have a college education. Les, you never worked for a major corporation. Les, you don't have the money. Les, you don't have the contacts. Les, you've never done this before.

Why would AT&T, Proctor & Gamble, McDonald's Corporation, General Electric, IBM, why would they reach over people with PhD's and MBA's and years of experience and hire you? Why would you do that? What makes you think that you can be on stage with Zig Ziglar, or Tony Robbins, or Dr. Norman Vincent Peale, or Robert Schuller, or Mark Victor Hansen, or Jack Canfield? What makes you think that you would be able to measure up to these guys? You don't have the staff. You don't have the money. You don't have the resources and the contacts.

I was convinced of that. I'll never forget my manager said, or mentor said, "Les, you're as good as any of these guys." And I said, "Oh, come on, man. What are you talking about? I'm not going to set myself up to be embarrassed. These guys have college education, they have four-color brochures, I don't have that. I don't have the money." My mother was suffering from breast cancer at the time I had resigned from the Ohio legislature. I went back to Miami to take care of her and the money I had saved,

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\$371,000, after the insurance would not cover certain expenses, I used every dime I had to keep my mother alive as long as I could. So, here I was, I had no money, no college education, no experience and Mike is telling me, "Les, why don't you become a speaker." And, I was convinced I could not.

Being dogmatic and hard-nosed about it, I wasn't willing to listen. You've got to be willing to listen and make it okay that you are wrong. And, get your pride and your ego out of the way. I think it's really pride and ego, that I didn't want to fail. I didn't want to embarrass myself. I got to a point, I'll never forget. I was talking to Mike and explaining to him when I was talking about options of what I could do then, at that time, to try and make money and still be available for my mother, because being on a job would not give me the opportunity to take care of her, and have the flexibility to attend to her needs.

Because my brothers and sisters wanted to put her in a nursing home and I just said, "No!" I just couldn't understand how a woman could take care of seven children who couldn't take care of themselves, but seven grown children couldn't take care of this woman. So, I took on the challenge of taking care of our mother. I had to be able to be there for her. And, speaking would give me the opportunity to make the money, go and speak and come back, go and speak and come back. I was talking to him and telling why, he was suggesting that was an option for me and I said, "No, no, no, I can't do that." And all of the sudden the phone went dead. So I called him back. I said, "Let me finish what I was saying because we lost the signal." He said, "We didn't lose the signal." I said, "What do you mean?" He said, "I hung up." I said, "Why?" He said, "Because you argued for your limitations, you get to keep them." (Laughing) He said, "You say you can't do it. I'm not interested in hearing that." You know, he said, "You better hope I win this conversation." (Laughing) He said, "I'm on your side." I said, "Okay, talk to me, talk to me." (Laughing) And, so I called a Greyhound bus after that conversation and went from Miami to Orlando, Florida and Georgia.

That was 28 years ago, but I could have been doing for 14 additional years, if I had been willing to listen. There are times when people can see something in you that you can't see in yourself. And, I just couldn't see it.

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Lance Hood: Yeah, I think everybody's been there where they didn't have as much confidence in themselves as they should.

Les Brown: Um-mm. But, this is outside of my reality, and conditioning, and my environment, and my past. And so it did not connect.

Lance Hood: But, not beyond your reach.

Les Brown: Yes.

Lance Hood: Les, what is the single most important action that our listeners can physically do right now, today, to make some huge changes in the quality of their lives, something that they can just do right when they're done with this interview?

Les Brown: I would suggest they make a list of everybody that they communicate with, make a list of everybody that they interact with. Sit down and look at each name, that's the first thing that I did, and say, "What is this relationship doing to me? Am I growing because of this relationship? Is it an asset, or is it a liability? Is this person's lifestyle and example or is it a warning?" Because people rub off on you. As you look at that, if you look at a relationship and it's not contributing to your growth and development you want to spend less time with that person, because people can bring you down. You want to spend more time with the people that you can grow with and people that can challenge you and make you stretch.

There are people who are always there when they need you, but when you need them, you cannot find them. So, it's very important that you look at your relationships, as you look at your goals and look at your dreams, in order to do something you've never done, you've got to become someone you've never been. You can't get there by yourself. You've got to have some relationships with people who can see it for you. People who are also self-driven, people who also have goals and dreams. People who also have a larger vision of themselves, beyond their circumstances and mental conditioning. People that can inspire you and push you, that's crucial.

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Every year, this time, I'm reflecting on my relationships, I write them out. Some people will not make the cut. Some people got to go. Some people are in your life for a season, some for a reason, and some for a lifetime. So, relationships are very important, monitoring those relationships, practicing OQP – Only Quality People.

Lance Hood: What are the benefits that people should expect to receive when they start hanging around quality people that are going to pull them up?

Les Brown: An increase in their energy, and they're going to become aware of things about themselves that they're not aware of right now, as they spend more time with those people because what those people will do is stretch them and peak their level of awareness and create a thirst. There's an old saying you can take a horse to the water, but you can't make them drink. However, with the right relationships they will create the "want to", they will create a thirst where you want to drink, where you want to go to the next level, that...Mike Williams, because of his integrity, because of his encouragement, because of his own personal high standards, and being the message that he brings. His mantra is, "I see great people." He said, you know, one of the things I tell people is anybody through observation and practice can perform at the level of excellence.

Tom Peters wrote a book called The Pursuit of Excellence. When a Larry Bird, who used to play for the Boston Celtics, would go to a basketball game and if a camera person caught his picture on the camera, I guarantee you the moderator or the host of the show would not say, "Oh boy, when Larry Bird played the game of basketball for the Celtics he was an excellent player." Nobody would say about a Wayne Gretsky, he was an excellent player. Nobody will ever say, when a Tiger Woods retires from golf years from now, that he was an excellent player. We're talking about greatness here. When you are pursuing your greatness you don't know what your limits are, so you act like you don't have any. And that's how we have to operate in life. We don't know what we can't do. We have to become intelligently ignorant and constantly pushing ourselves and challenging ourselves to step into our greatness.

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Lance Hood: Les, that's amazing. I just want to thank you so much for sharing with us today and even though we've learned a lot and I know I learned a lot, there's so much more to learn. What continuing education do you have that will really help people accelerate their path to success?

Les Brown: I think that meeting regularly with someone that you admire and also has the kind of mindset that you have, so the value of continuing to study, and that you can share ideas and talk about those ideas. I have a circle of friends, a small group that we talk with each other weekly, we read books and we study and we write ideas down and we share those ideas and we talk through and work through those ideas so they can become real and we can sink our teeth in them and become the embodiment of them. Then we apply goals together, separately and collectively, that's pushing us forward into the future and challenging us to lift ourselves to the next level. So, having people that you can study with, a group of five or six people that you can study with and learn and grow with and stretch yourself with, I think that's very important for your ongoing growth and development and as a person.

Through this process of speaking for over four decades now, I've learned some things that I've put together in a two day intensive called, "Discovering Your Power Voice." I think working on oneself, working on the messenger and the message and having quality relationships, that, I think, this strategy that we put together helps people to give birth to a part of themselves they are not aware of...a power voice I feel that we all have, and all they need, through guidance and practice, that everybody can be exposed to, that voice within themselves that I believe we are given from birth to make a difference on the planet.

Lance Hood: Yes, absolutely. Where can people find that?

Les Brown: They can go to my website: [www.LesBrown.com](http://www.LesBrown.com). We have information there about it.

Lance Hood: Okay. [www.LesBrown.com](http://www.LesBrown.com) and it will be listed under your products?

Les Brown: Yes.

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- Lance Hood: Okay.
- Les Brown: Alright, I appreciate you very much.
- Lance Hood: Les, thanks again and I look forward to our next interview.
- Les Brown: Okay, thank you so much. And I'm going to be calling you too, to talk about some things.

## THE SECRET TO CREATING THE LIFESTYLE YOU REALLY WANT STARTS WITH "1" SIMPLE STEP!

*Every person who has ever lived has built within them the desire to reach their full potential*, to become and experience everything that they are capable of. Whenever you feel that inner pull, I believe that it's part of you, realizing that you are capable and deserving of an even greater quality of life.

*Success can be very simple.* Most everything that is standing between you and the life you truly want has most likely already been solved by someone else. It can be as simple as just showing you how someone else busted through that very same challenge. Whether it is mental, emotional, physical or financial, the solution to take your life to the next level is so close.

*If you still have any questions at all about creating your ideal life* after reading these transcripts. Then immediately go here and tell me what your single greatest question or concern about becoming more successful is. I will work with some of the greatest people on earth to find or even create solutions for you. You deserve to be happy, healthy, and wealthy in all areas of your life.

*Lance Hood*

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