



Outlook is  
**Adversity Rich**



“ Man is condemned to be free; because once thrown into the world, **he** is responsible for everything he does.”

**Jean-Paul Sartre**



**Why** this  
evening matters.



# **WHAT WILL IT TAKE**

To be a success  
in **2012?**





# Perspective.

“The relationship of aspects  
of a subject to each other  
and to **a whole**” and...



# Resilience.

“One’s optimal response to adversity the moment it strikes; and to remain **undaunted** by its effects.”



# Connection.

“To connect with people in a  
**deep, profound and**  
**purposeful** way.”



# Professional **Prowess**



Life Rich Real Estate™

U.S. PROPERTY  
SHOP



P5  
ASSET MANAGEMENT, LLLP









LOSS of **Perspective**

=

LOSS of **Personal Resilience**

=

LOSS of **Connection.**

# A Video That Exemplifies **Loss of Personal Prowess**

c/o: Career Builder



# Where You Find It

## Mentorship

Mastery

Masterminding.



**Sir Richard  
Branson**





**Brett  
Wilson**



**Quincy Jones**





# President Vicente Fox and Suze Orman









**“I love  
Richard’s  
work.”**  
Arnold Palmer





**Andre Agassi**








**Tony  
Robbins**



A photograph showing President Bill Clinton on the left, seen from the side and back, looking towards a man on the right. The man is standing at a clear acrylic podium, looking down at something in his hands. He is wearing a dark suit, a white shirt, and a red and blue striped tie. The background is dark.

“I thank Richard, and  
for all the fine work  
that he does.”  
*President Clinton*



**Historical First**  
*May 29th 2009 - Toronto, Canada*





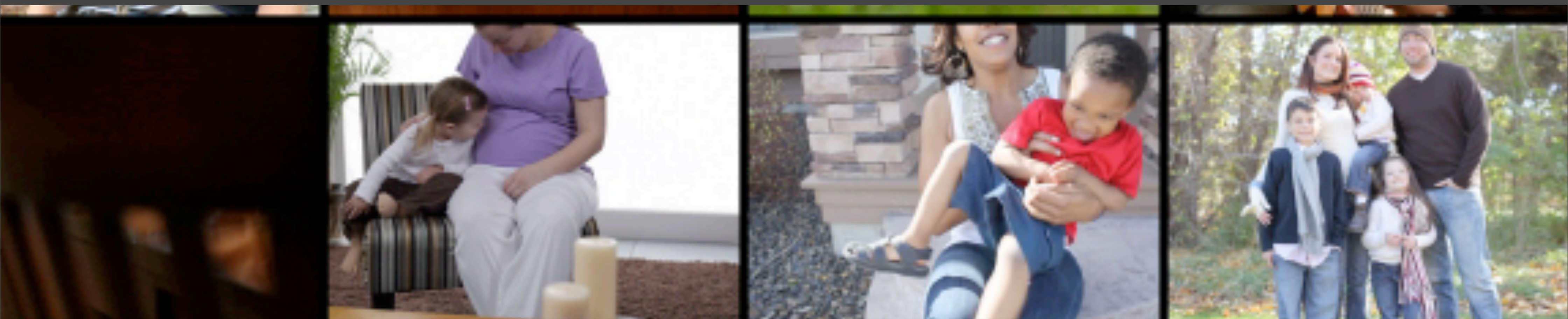


**Why** you are here,  
will happen sooner when  
you're clear **what**  
*(and for who)*  
**it's all for.**





And what will you be  
measured **against**?







# Defining Your REAL DEAL.



These are the things in which you are  
or should be unwilling to compromise,  
**no matter what .**





Ultimately, if forced to choose, you would give your all to preserve and protect these facets of your life at the expense of **all** the others.



Most people never invest the time,  
space or courage it takes to confront  
and really answer this question

**We just assume we know.**





By default, **we form answers of convenience** - whatever serves us best in any given situation.





**Failure to nail down what  
matters most to you will  
continue to waste precious  
energy, money and opportunity.**





You will spend resources on things  
of lesser importance at the  
expense of things that really matter.





**Deciding what matters most is  
both difficult and freeing**

Aligning yourself between where  
you buy real estate and your  
selections is at the heart and soul  
of living life richly

**Select 5 now.**

**Fire**

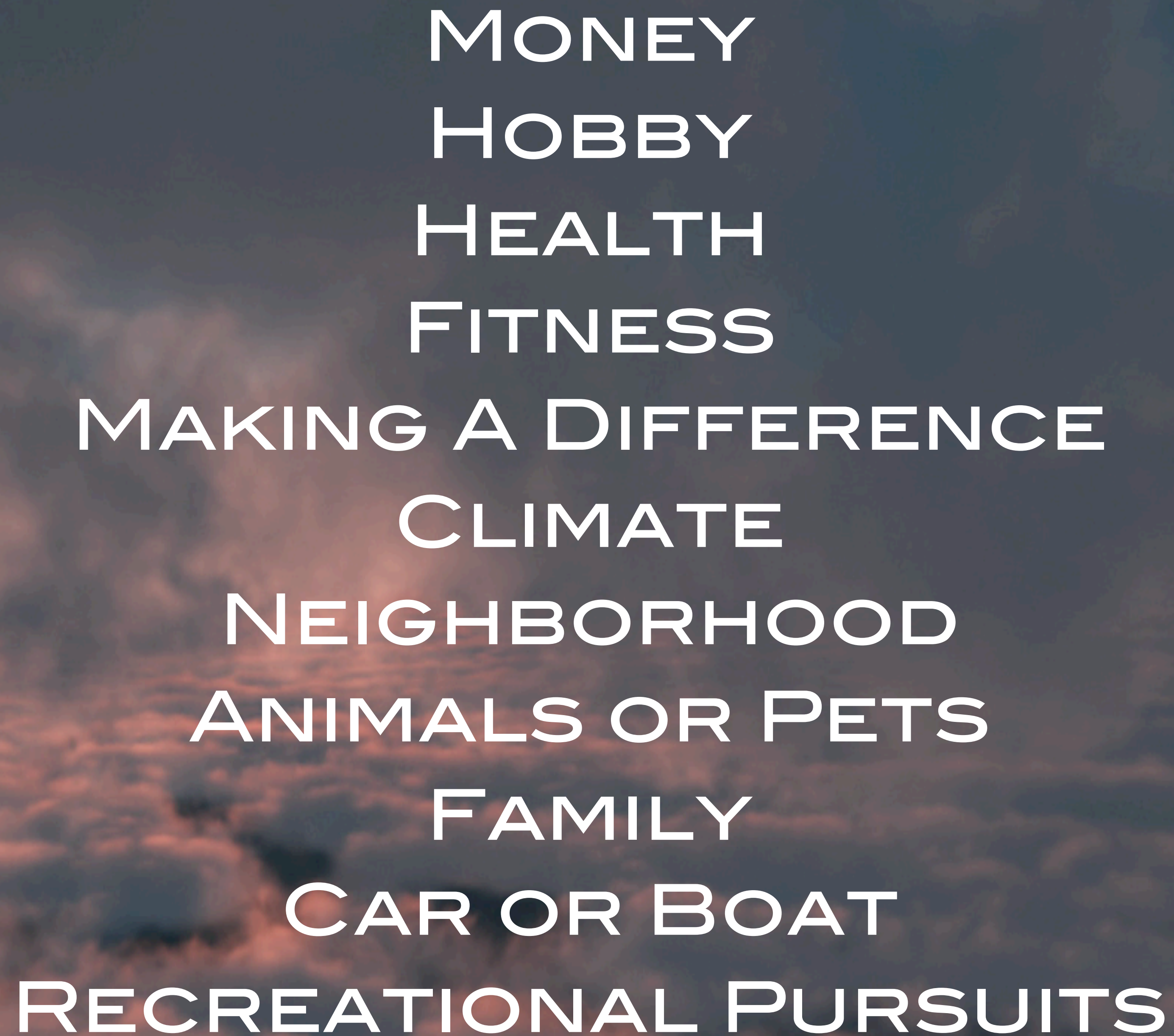




**Time To Select 5  
Right Now.**

**Fire**





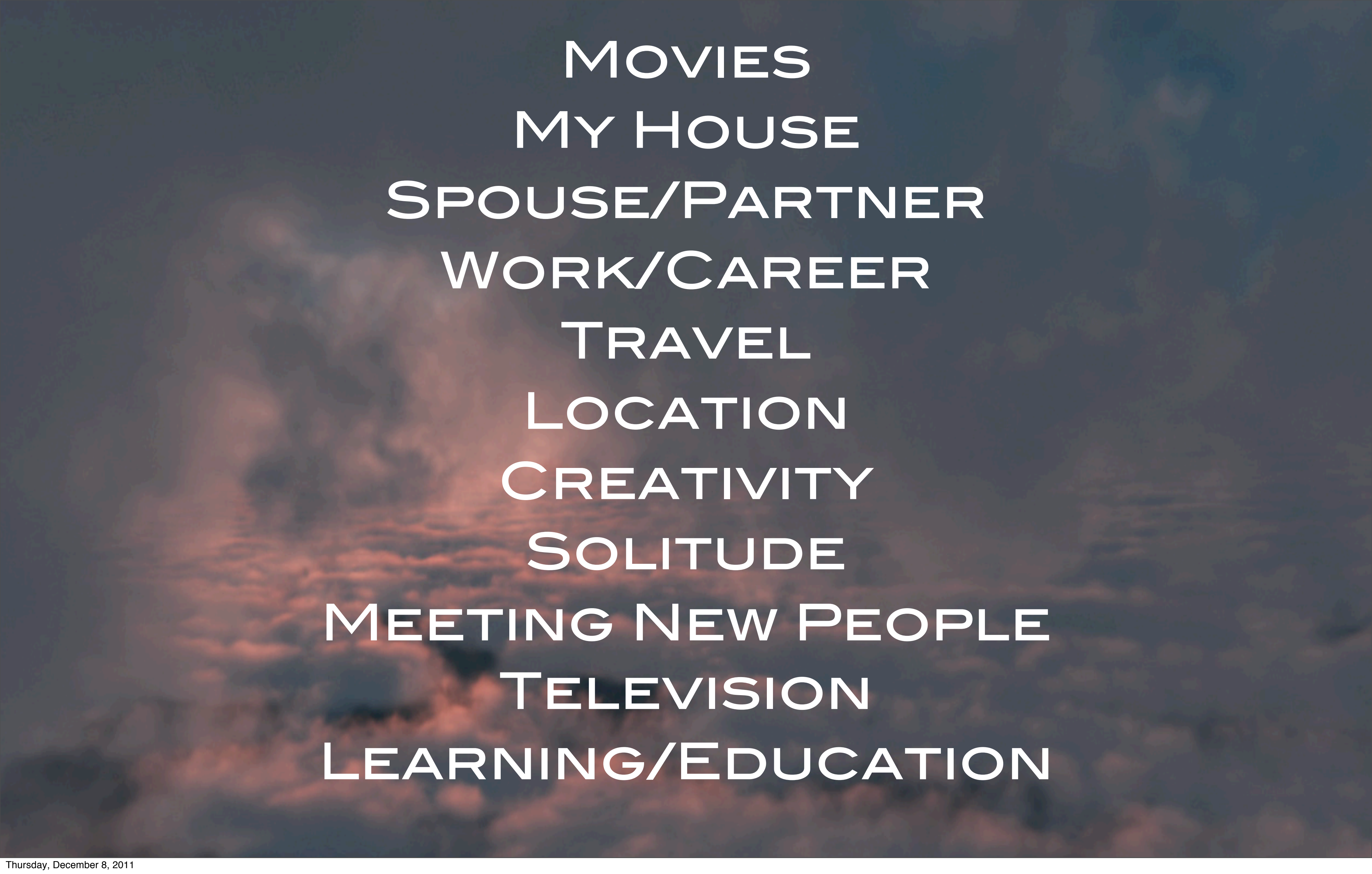
MONEY  
HOBBY  
HEALTH  
FITNESS  
MAKING A DIFFERENCE  
CLIMATE  
NEIGHBORHOOD  
ANIMALS OR PETS  
FAMILY  
CAR OR BOAT  
RECREATIONAL PURSUITS





TIME WITH PEOPLE I LOVE  
OPPORTUNITIES  
VOLUNTEERING  
POWER  
INDEPENDENCE/FREEDOM  
ACHIEVEMENT  
LIVING ECOLOGICALLY  
ADVENTURE  
LEISURE/FUN  
SPECIFIC ACTIVITIES  
FAITH/SPIRITUALITY





MOVIES  
MY HOUSE  
SPOUSE/PARTNER  
WORK/CAREER  
TRAVEL  
LOCATION  
CREATIVITY  
SOLITUDE  
MEETING NEW PEOPLE  
TELEVISION  
LEARNING/EDUCATION





CHILDREN  
COMMUNITY  
MATERIAL WEALTH  
THOUGHTFULNESS  
FAME  
THE ARTS  
STAYING BUSY  
MY FRIENDS  
APPEARANCE  
CHARITY/A CAUSE  
MY OWN THING...



This is about...

Net Worth

VS

**LIFE WORTH.**





**Most people spend  
decades sacrificing  
their life worth for  
net worth.**



They live under the assumption  
that you have to retire on a  
mountain of net worth before you  
can enjoy and build your life worth.





**Yet, around the  
world, as people  
age and time  
becomes more  
precious.**



**most become increasingly  
concerned with their life worth  
and decreasingly concerned with  
their net worth.**





**The importance of life worth  
cannot be overstated, for it is  
the ultimate equation.**

The extreme but **famous** examples  
teach us that it is possible to die  
happy with no financial net worth.

**T & G**



**But one cannot  
die fulfilled  
without substantial  
life worth.**





Few people, however, choose to live such an extreme life sacrificing all net worth in pure pursuit of life worth.



**To live Life Rich in the face of  
uncertainty, volatility or adversity, you  
need to grow both kinds of worth.**





But knowing your values are  
likely to shift as you get older,  
the important thing is to...



**use your net worth today to  
help fund your life worth  
along the way.**





**Living a Life Rich life gives  
your net worth purpose  
and defines what gives  
your life worth.**



Select your **non negotiable**  
the one thing you will never  
compromise on or with.

Share



# Critical Element **Confidence.** To **Resilience**





# **Where Does CONFIDENCE Live?**



# **Look in your day where it naturally exists.**

## **Daily operations such as...**

Readying for the day, driving into work, going to school, feeding yourself...

# **Where does a lack of confidence show up?**

**When an expectation outside yourself arises**

Speak, perform, do something.





**Wherever doubt exists,  
confidence dies.**



**Whenever confidence  
escapes you,  
trust in self does too.**



# Confidence **defined**

**“freedom from doubt;**  
belief in yourself and **your** abilities.”

# Confidence **defined**

**a feeling of trust (in someone or something);**

"Confidence is always **borrowed**, never owned."



# Sources of Confidence

**People**

**Personal Development**

**Profiting with Purpose.**



# Sources of Confidence



## 1. People: Do They...

Teach you;

Grow you;

**Empower you?**



# Sources of Confidence

A black and white photograph of two hands clasped together in a firm grip. The hands are positioned diagonally across the frame, with the fingers interlaced. The lighting is soft, highlighting the texture of the skin and the strength of the grip. The background is a solid, light gray.

## 2. Personal Development

Listen;

Watch;

**Emulate.**



# Sources of Confidence

## 3. Profiting with Purpose

For the world;

For your family;

**For yourself.**

Karma



The background of the slide is a photograph of a vast landscape at dusk or dawn. The sky is filled with large, dark, textured clouds that are illuminated from below by a warm, orange light, suggesting the sun is low on the horizon. Below the sky, a wide valley stretches out, featuring a patchwork of green and brown fields, some small settlements, and distant hills. The overall mood is contemplative and inspiring.

Your Why,  
Defines  
Your How.

Carpenter





**In Summary**  
**Real Estate Resilience**  
**With Confidence**  
**Remember P3.**

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