



the five pillars for world class Success

robert Benninga





Warren Buffett

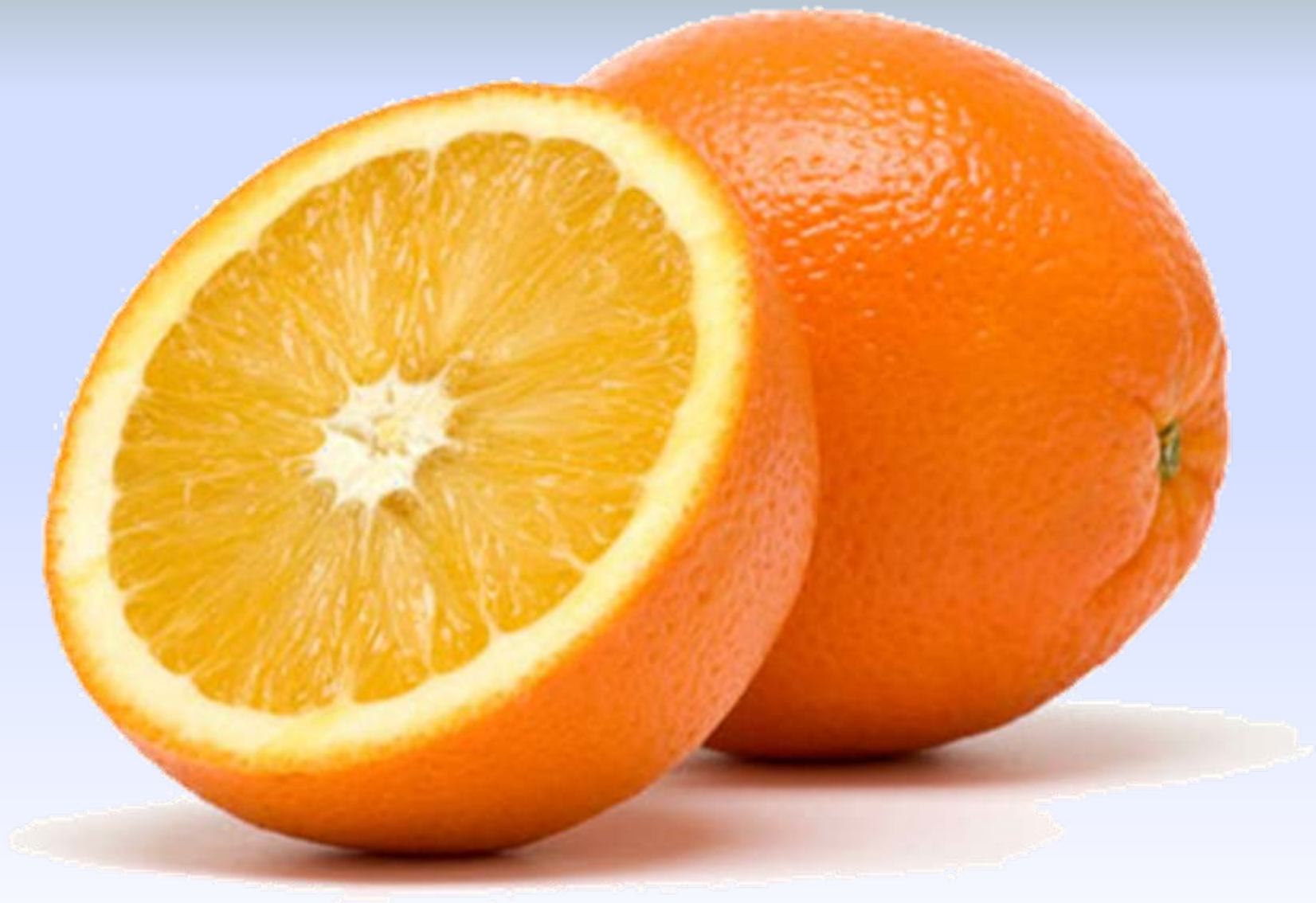
5.6% IBM

\$ 10.7 Billion

Smarter Decisions

Better results







What is the
best way
to great
success?





The best way to become successful
is by making others successful

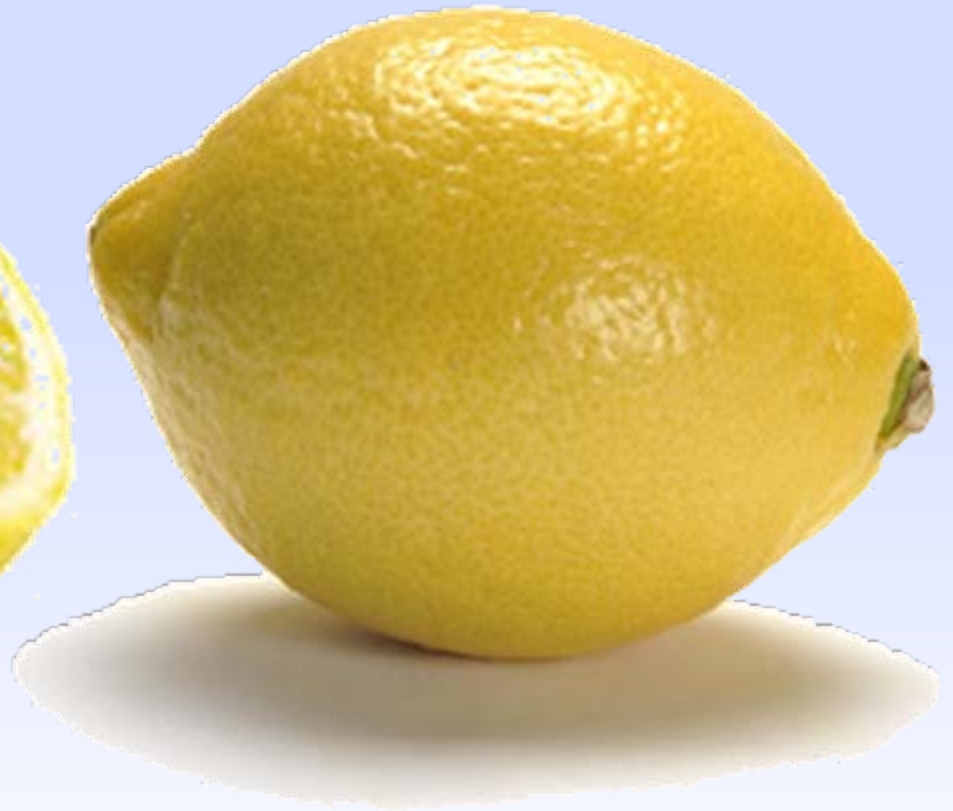






The best way to become successful
is by making others successful







away from  towards





away from  towards

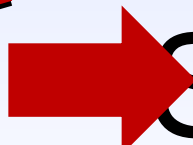
RootS  fruits



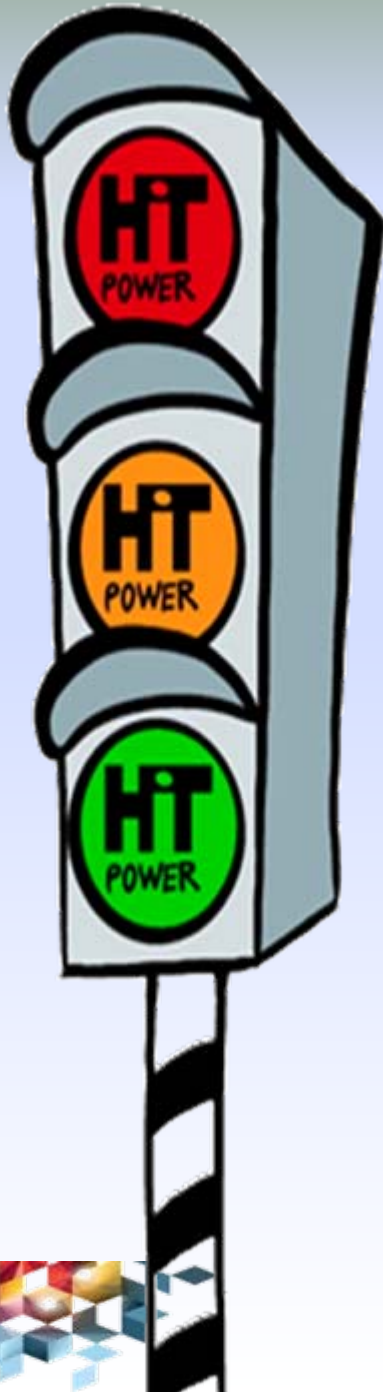


away from  towards

Roots  fruits

~~weeds~~  Seeds





1. stop

2. continue

3. start

**GOLDEN
RuLe**

**PLATINUM
RuLe**

rock dj
get your way
saltimbanco
accentuate
feeling good
how sweet it is

lonely heart
flootie
only just begun
pumpupthejam
I will survive



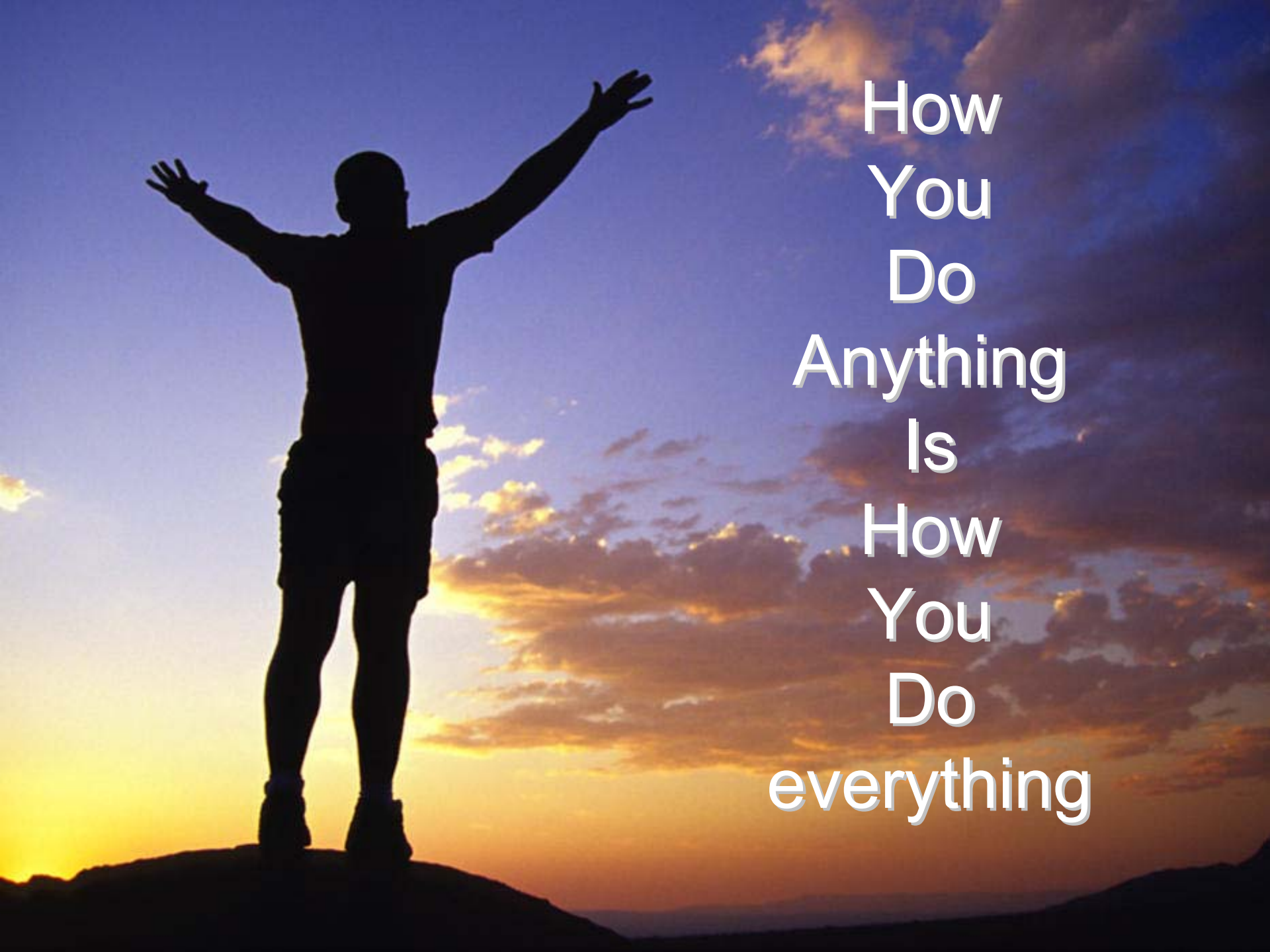


Extraordinary



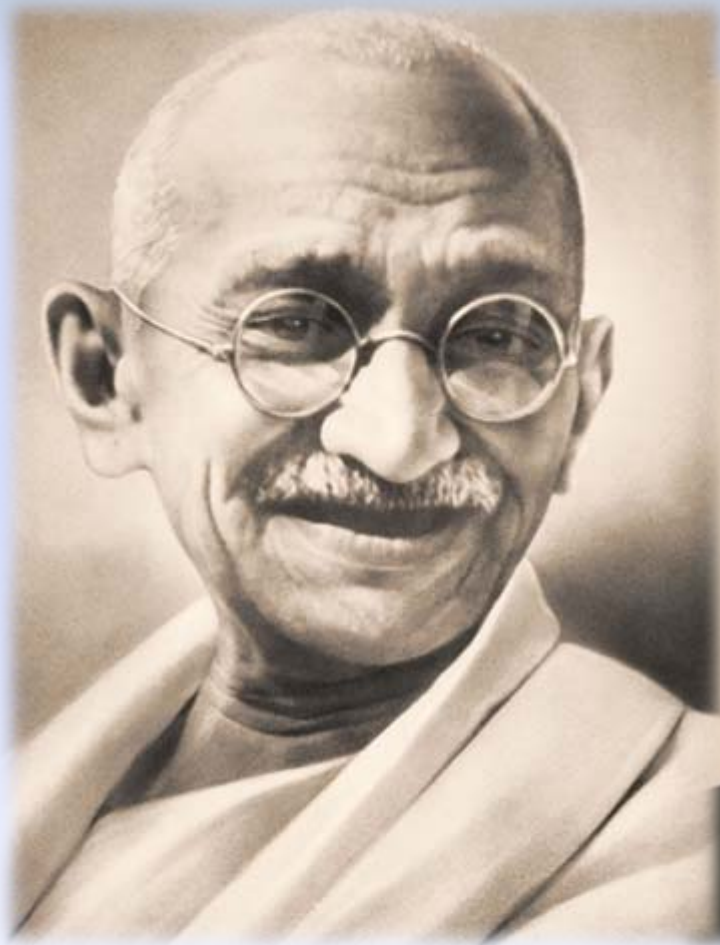
the five pillars for world class Success





How
You
Do
Anything
Is
How
You
Do
everything

1



EGO in the refrigerator



Extra





Wii-fm





Wii-fm

‘What’s in it for me’



egO - personality



egO - personality
status - stature



2



Xtreme effort
‘The 10.000
hour rule’



EXtra



2



success:

- input
- interest
- inspiration
- interaction
- intention



success:

- input
- interest
- inspiration
- interaction
- intention
- impact



take no risks!

2



10,000 hour rule

2

why would
you **not**
work with
the very
best?



‘The 10.000 hour rule’



EXtra





Piers Morgan

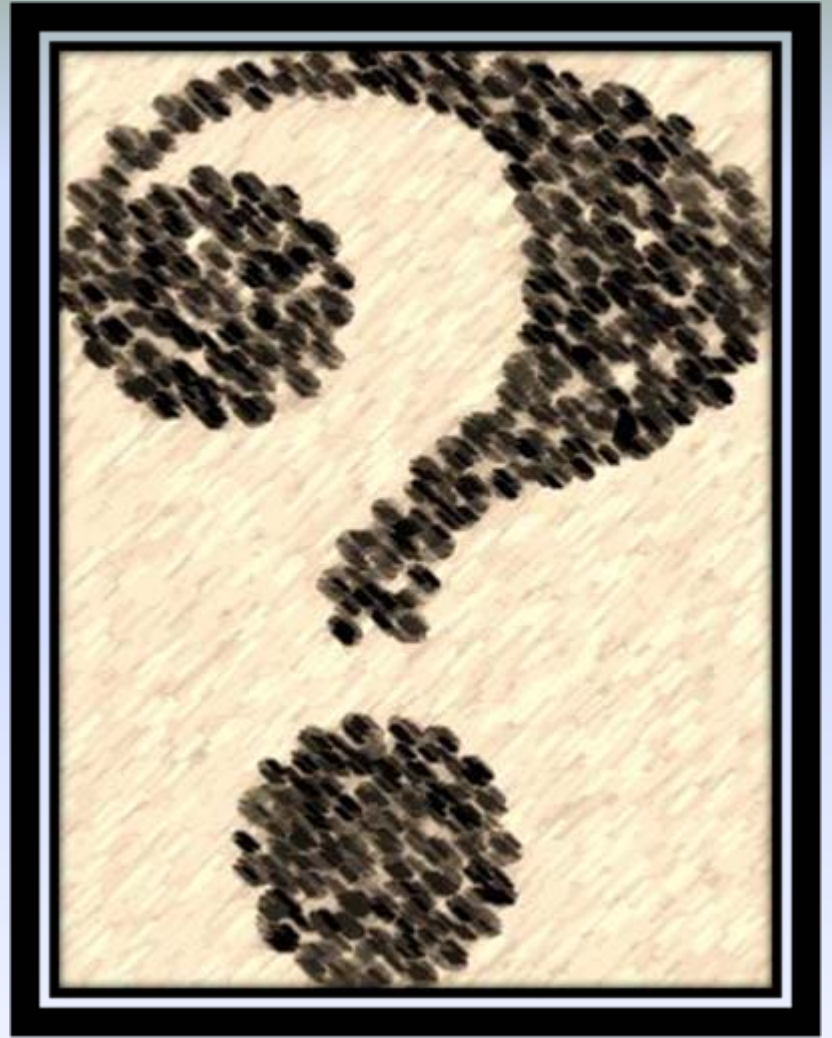


talk less,
ask more!



Extra





don't just act
interested.
be really
interested!



Focus on the pain,
the real needs (&wants)



Focus on the pain,
the real needs (&wants)



you are like a dentist!



3

ask & listen



3



better
questions, better
answers!



“what is the
ideal outcome
of our meeting?”



talk less,
ask more!



Extra



4



request help



Extra



give help



4



request
& give help



Extra



4

Give Help:
off-line
on-line



4

T.E.A.M.

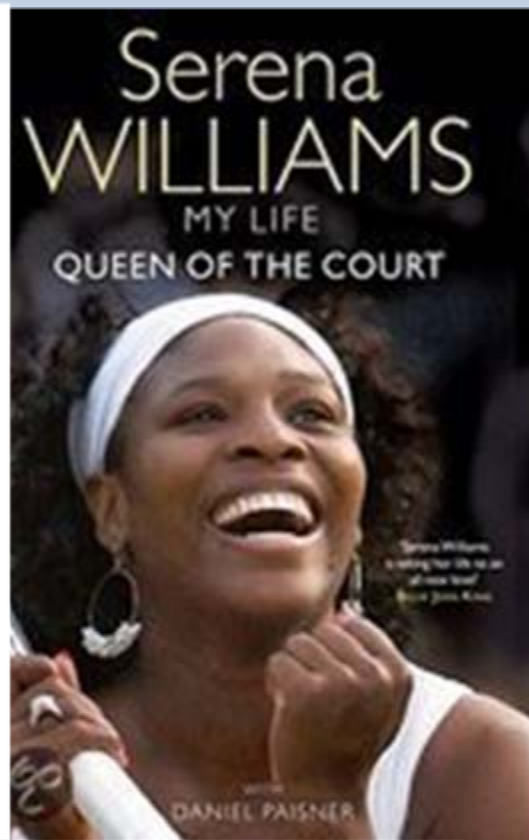
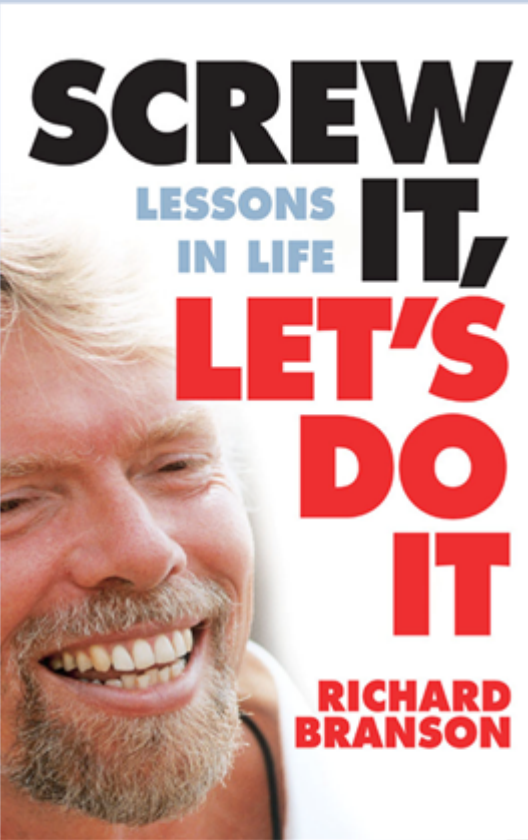


4

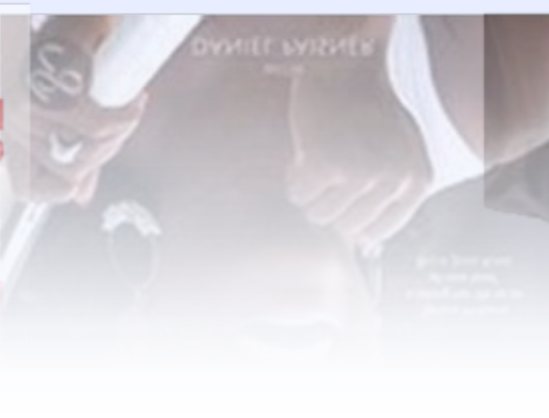
T.E.A.M.
k.i.s.s.

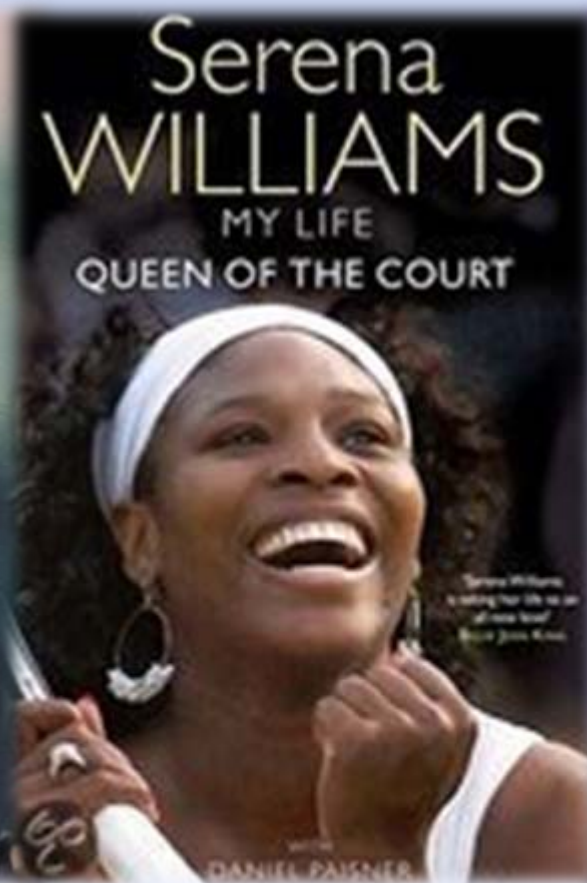


5



There's One More thing...





Allow magic!



Extra



with heart
and soul



with heart
and soul
passion



with heart
and soul
passion &
purpose



Always keep
learning!



Allow magic!
Passion
& energy



Extra





the five pillars for world class sales Success





Extraordinary



ego in the fridge

xtreme effort

talk less, ask more

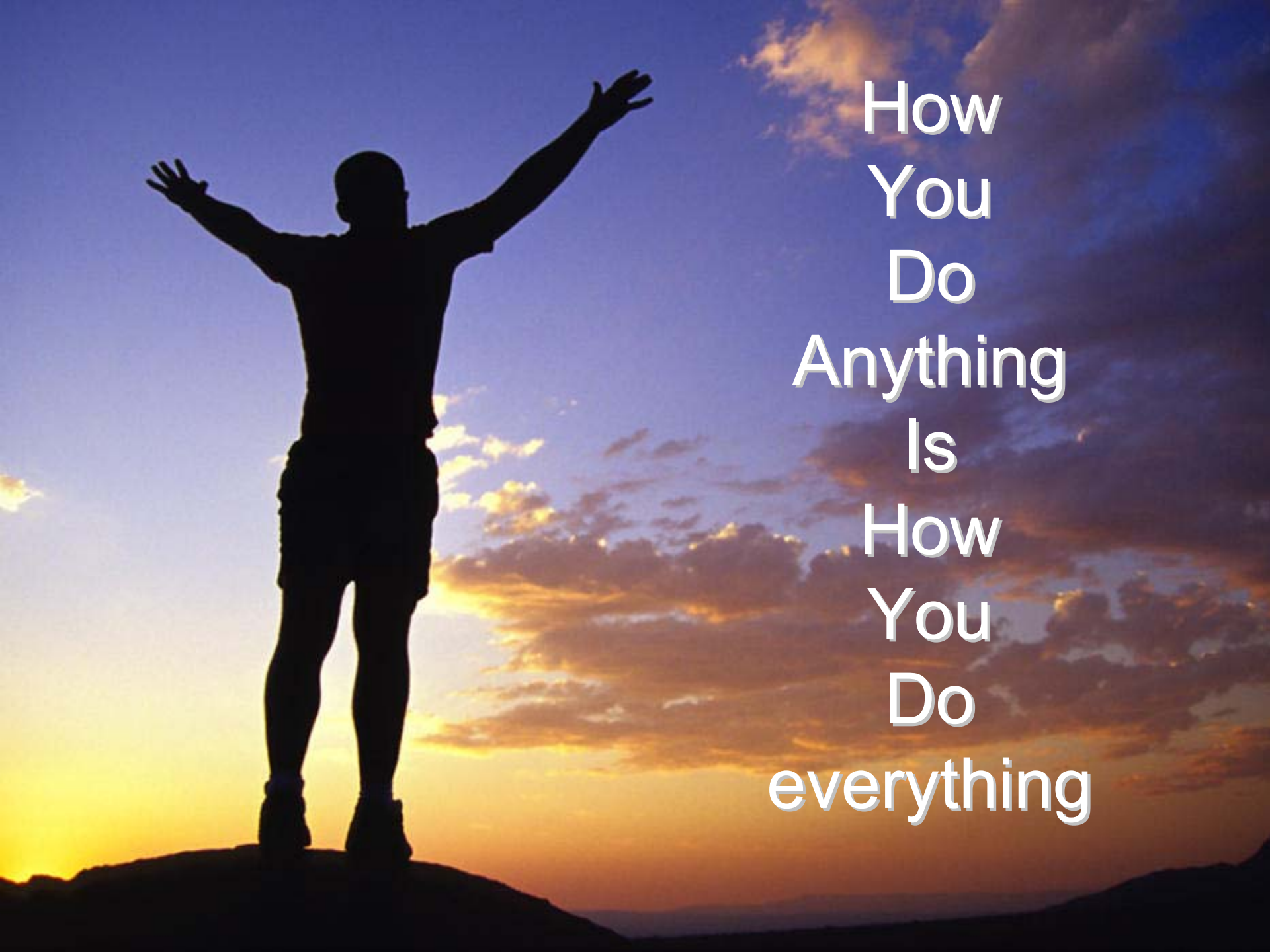
request help

allow magic



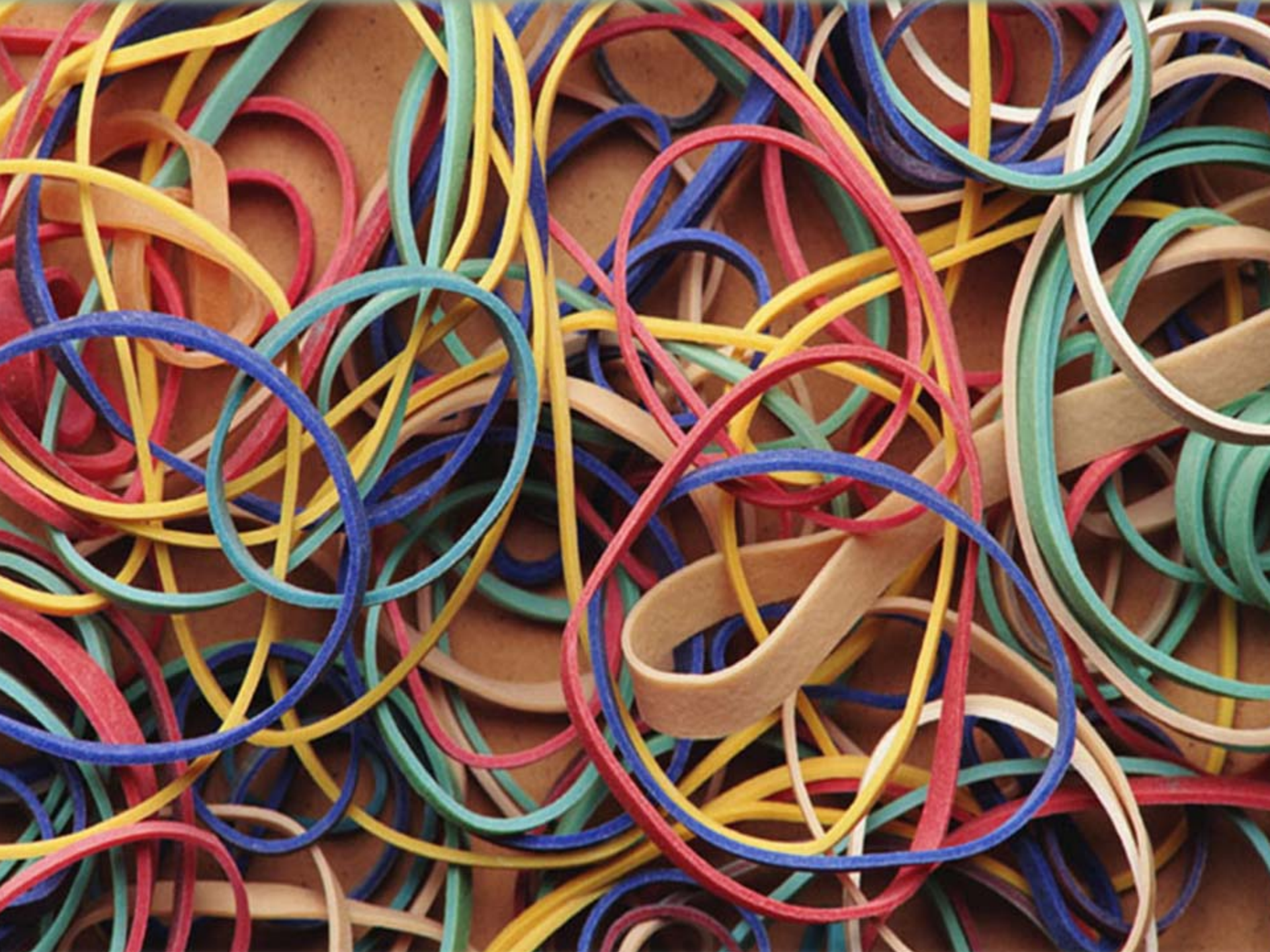
Extra





How
You
Do
Anything
Is
How
You
Do
everything











Safe journeys

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