



the five pillars for world class Success

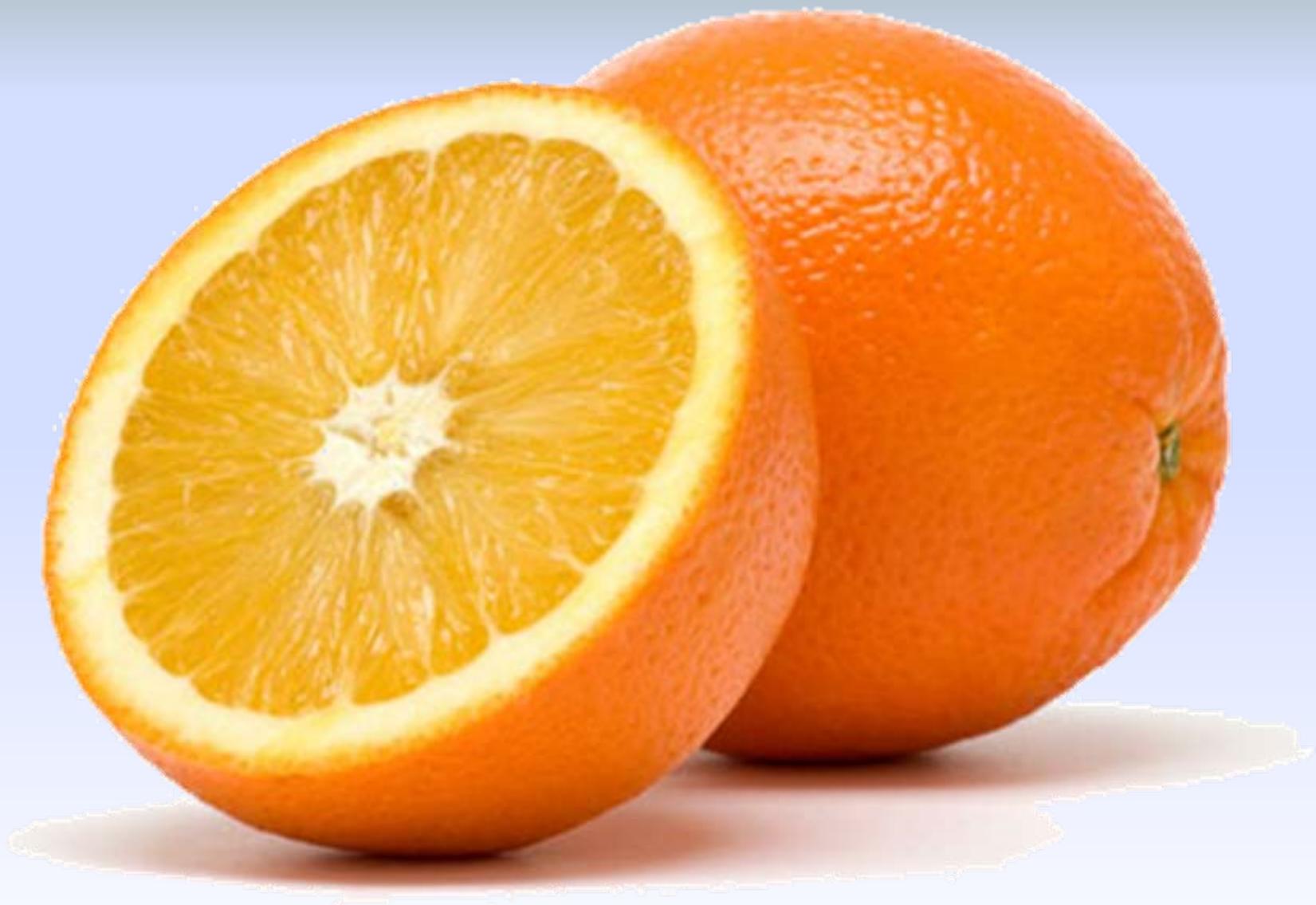
robert Benninga





Warren Buffett
5.6% IBM
\$ 10.7 Billion
Smarter Decisions
Better results





IBM 



What is the
best way
to great
success?





The best way to become successful
is by making others successful

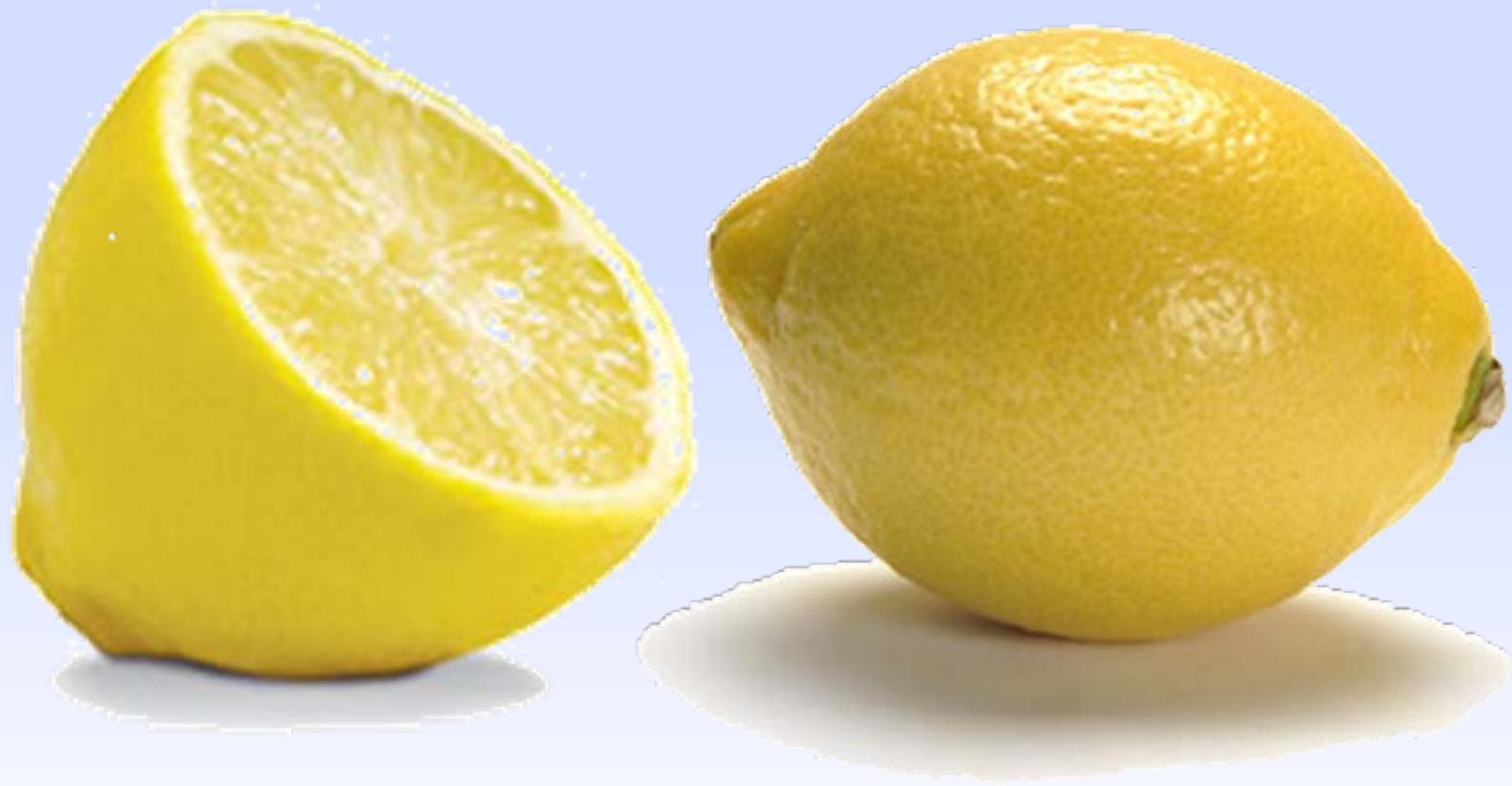




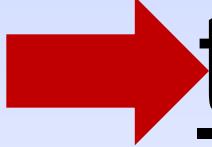


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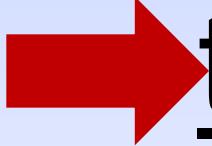


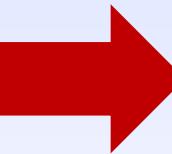


away from  towards





away from  towards

RootS  fruits





away from → towards

RootS → fruits

~~Weeds~~ → Seeds





1. stop
2. continue
3. start



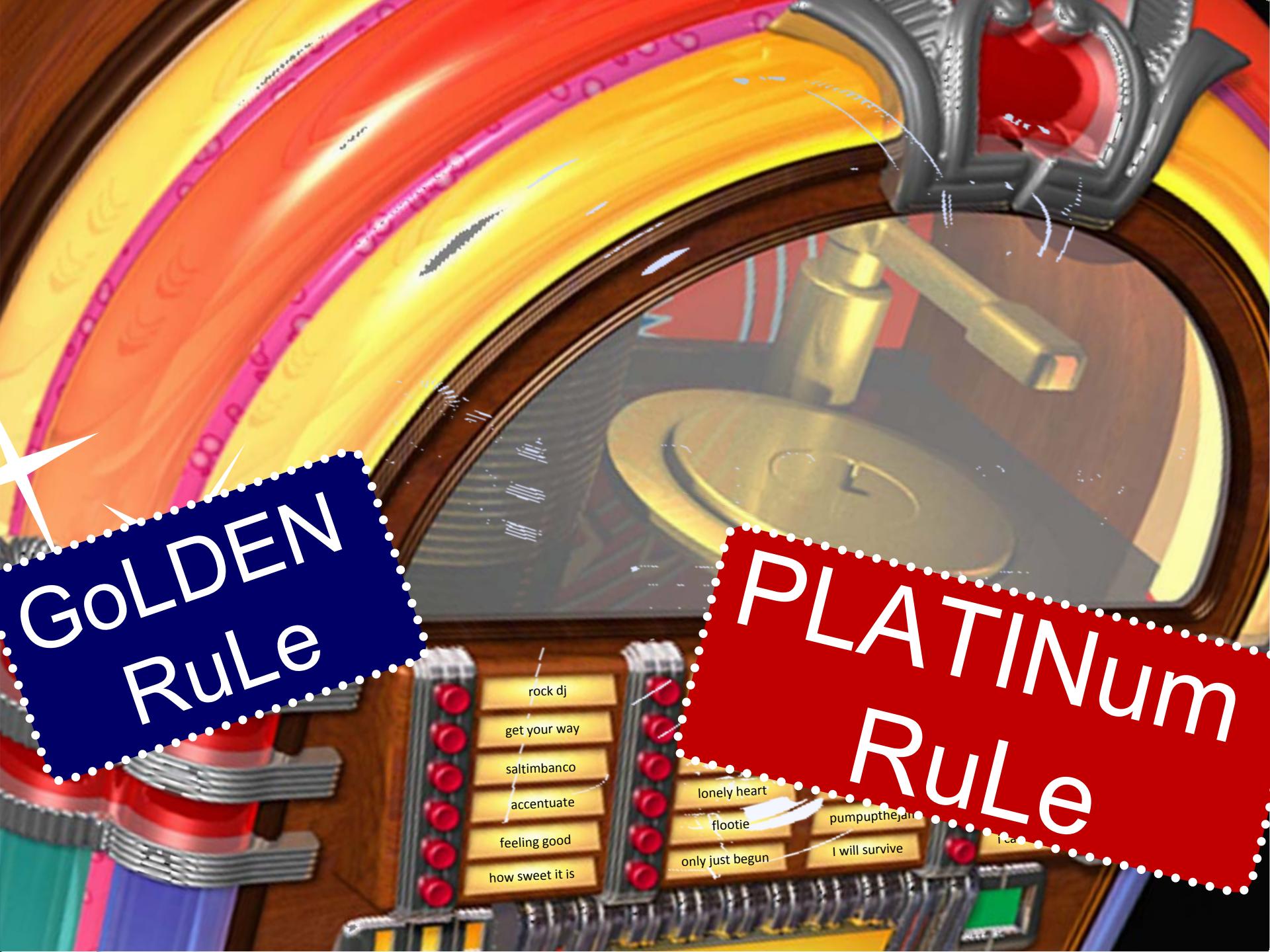


GOLDEN
RuLe

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

PLATINUM
RuLe

lonely heart
floatie
only just begun
pumpupthejam
I will survive





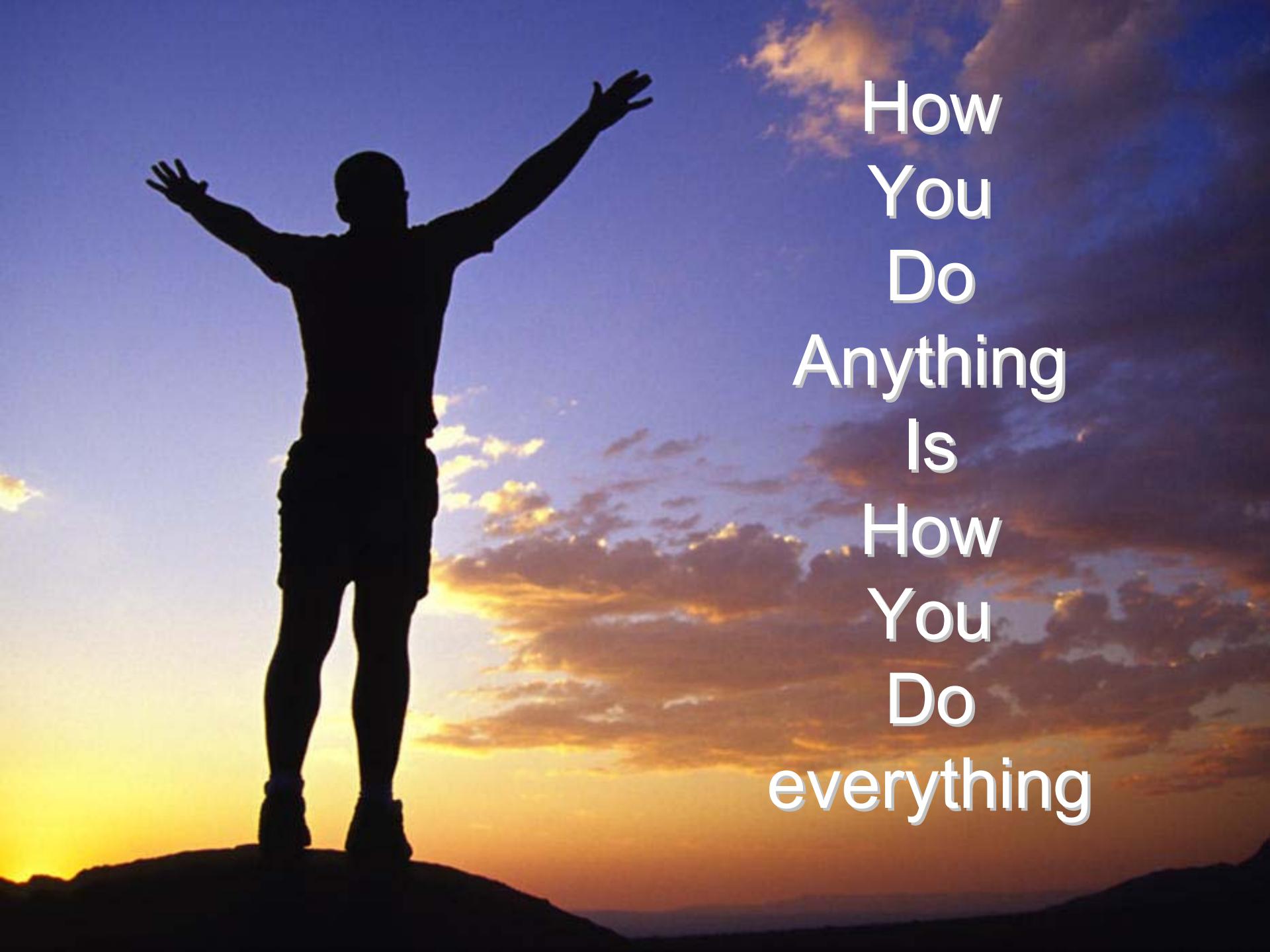
A close-up photograph of several US dollar bills, specifically \$100 bills, stacked and folded to form a heart shape. The bills are slightly crumpled and have a warm, reddish-orange glow from the lighting, creating a romantic or symbolic feel.

Extraordinary



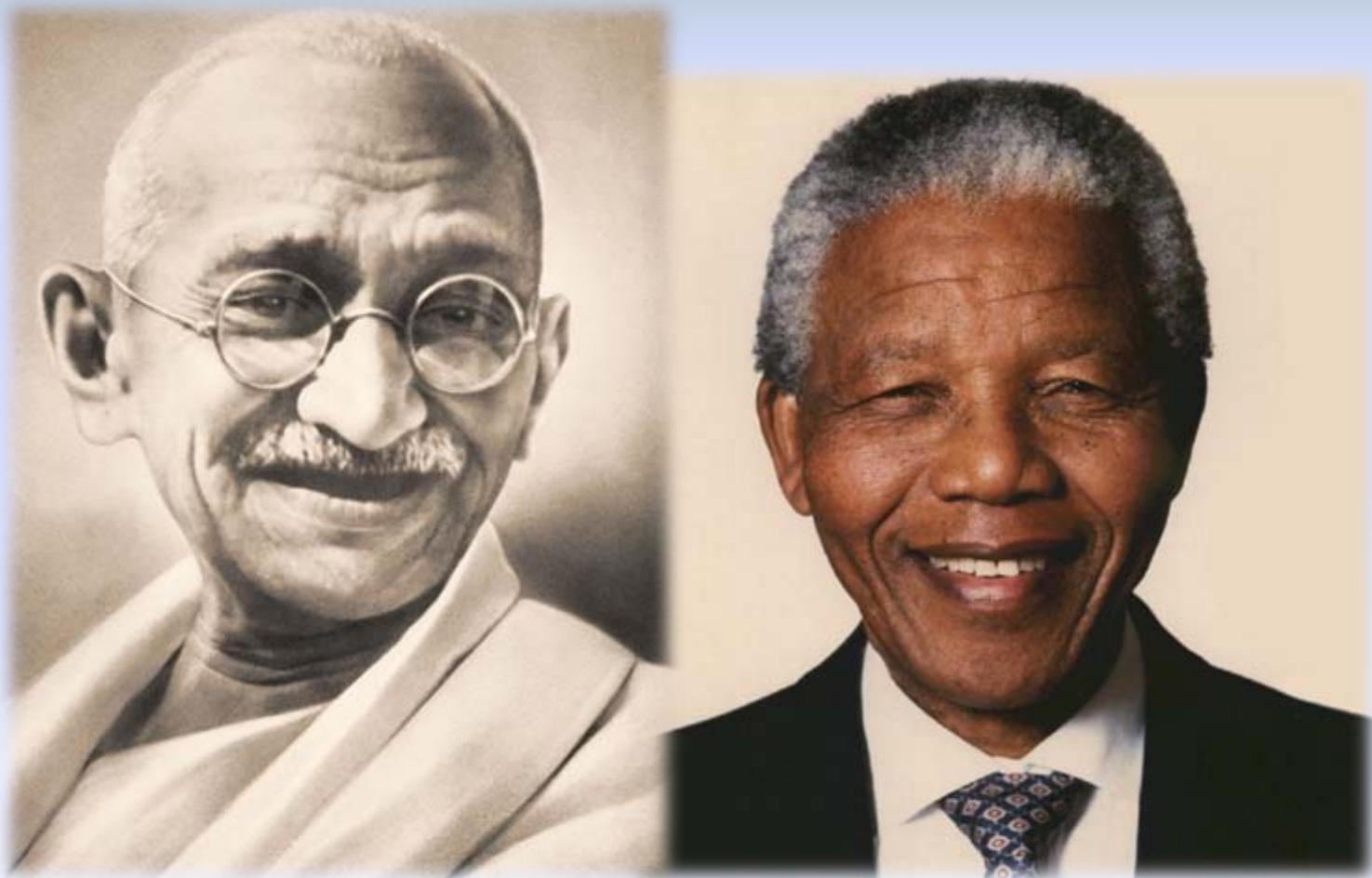
the five pillars for world class Success



A silhouette of a person standing on a dark, rocky outcrop with their arms raised wide in a gesture of triumph or freedom. The background is a dramatic sunset or sunrise, with the sun low on the horizon casting a warm glow through a layer of clouds. The sky transitions from deep blue at the top to bright orange and yellow near the horizon.

How
You
Do
Anything
Is
How
You
Do
everything

1



EGO in the refrigerator



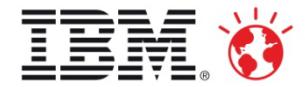
Extra



1



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



2

success:

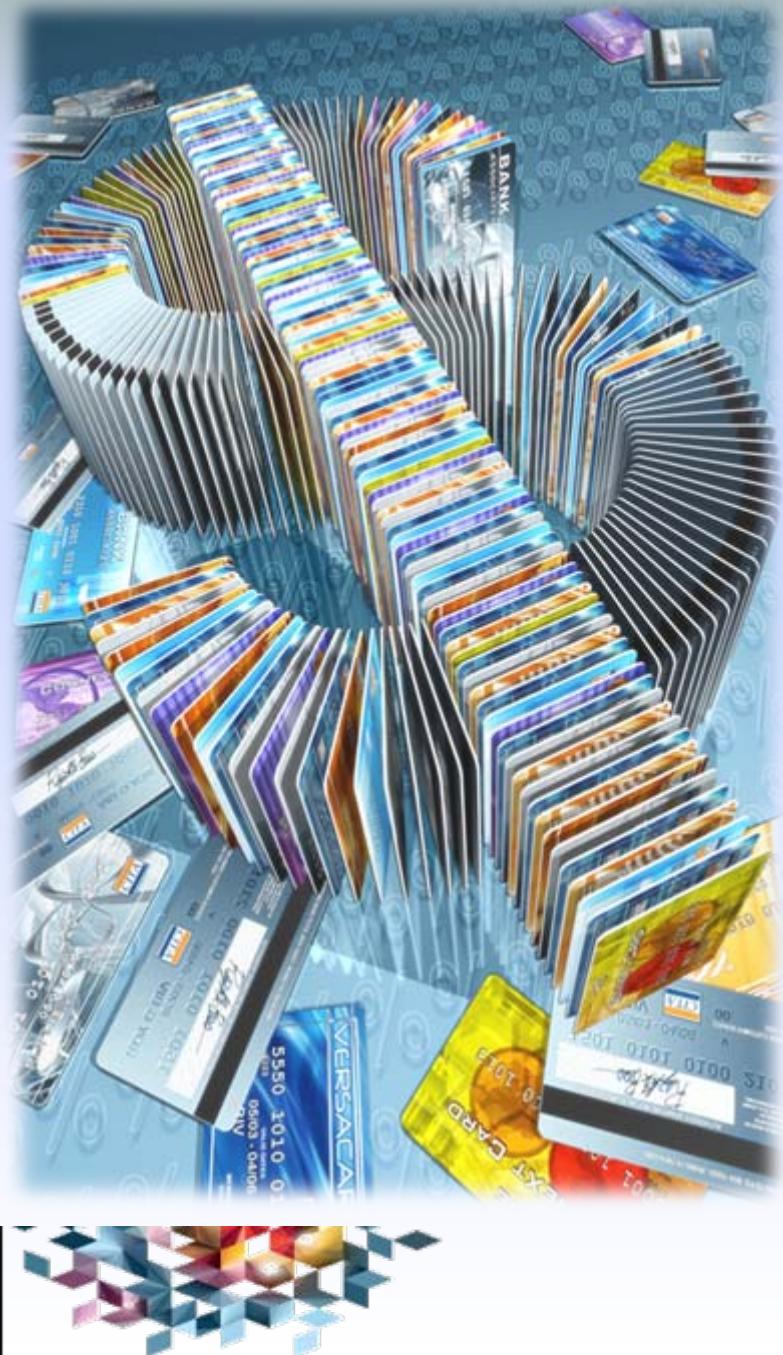
- input
- interest
- inspiration
- interaction
- intention



2

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



3



Piers Morgan

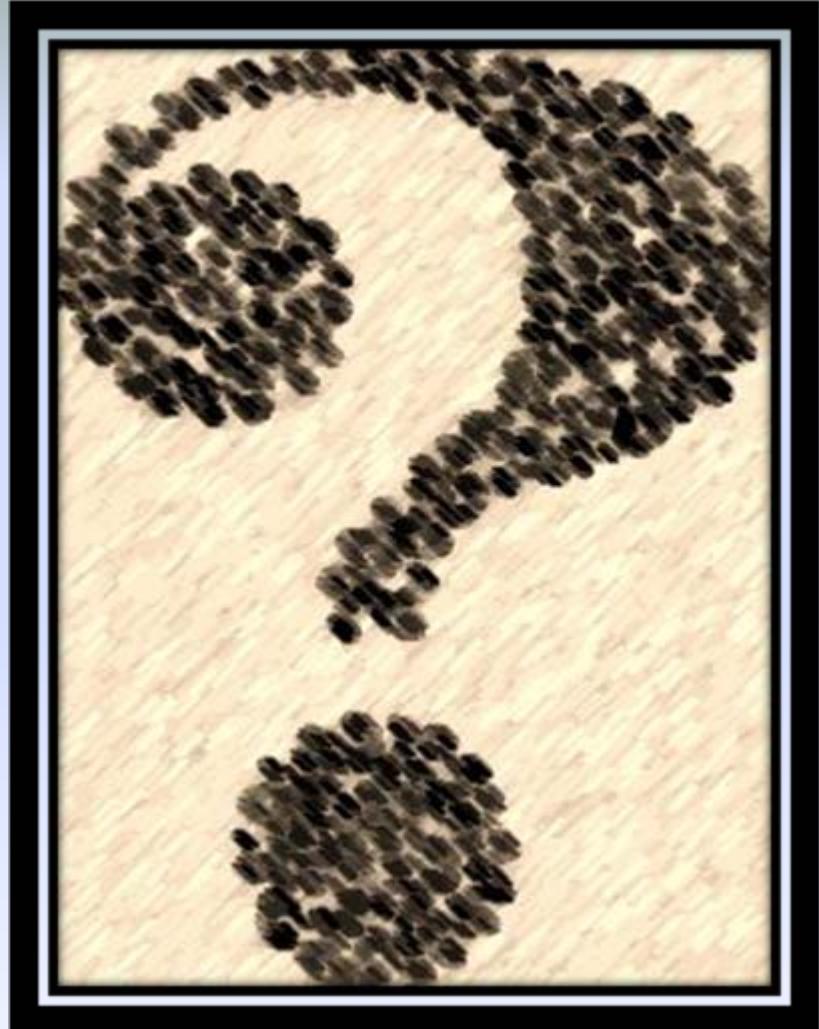


talk less,
ask more!



Extra





don't just act
interested.
be really
interested!



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



3

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



you are like a dentist!



3

ask &
listen



3



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



IBM 

request

& give help

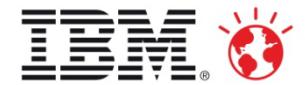


Extra



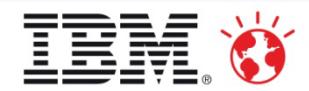
4

Give Help:
off-line
on-line



4

T.E.A.M.



4

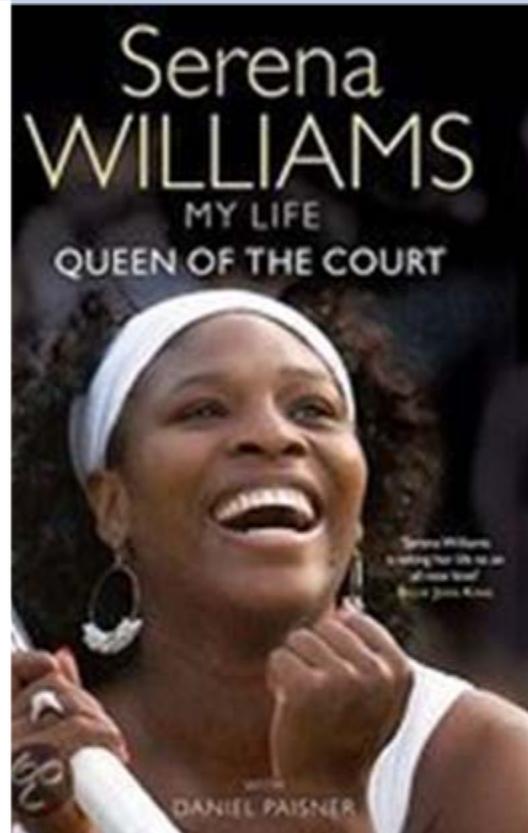
T.E.A.M.
k.i.s.s.



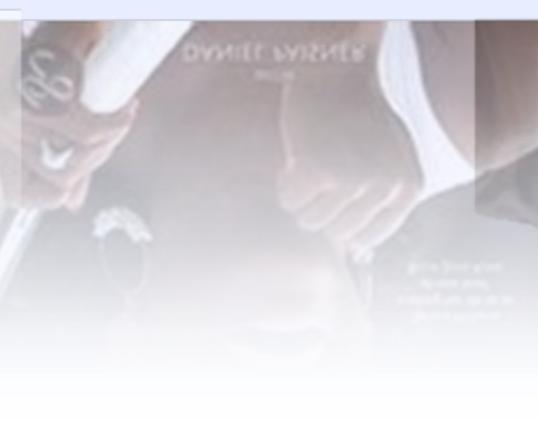
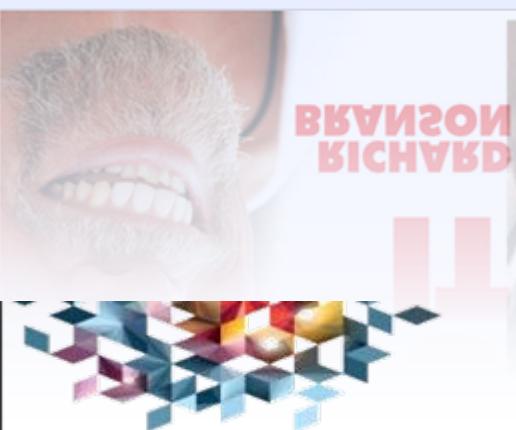
5

SCREW LESSONS IN LIFE IT, LET'S DO IT

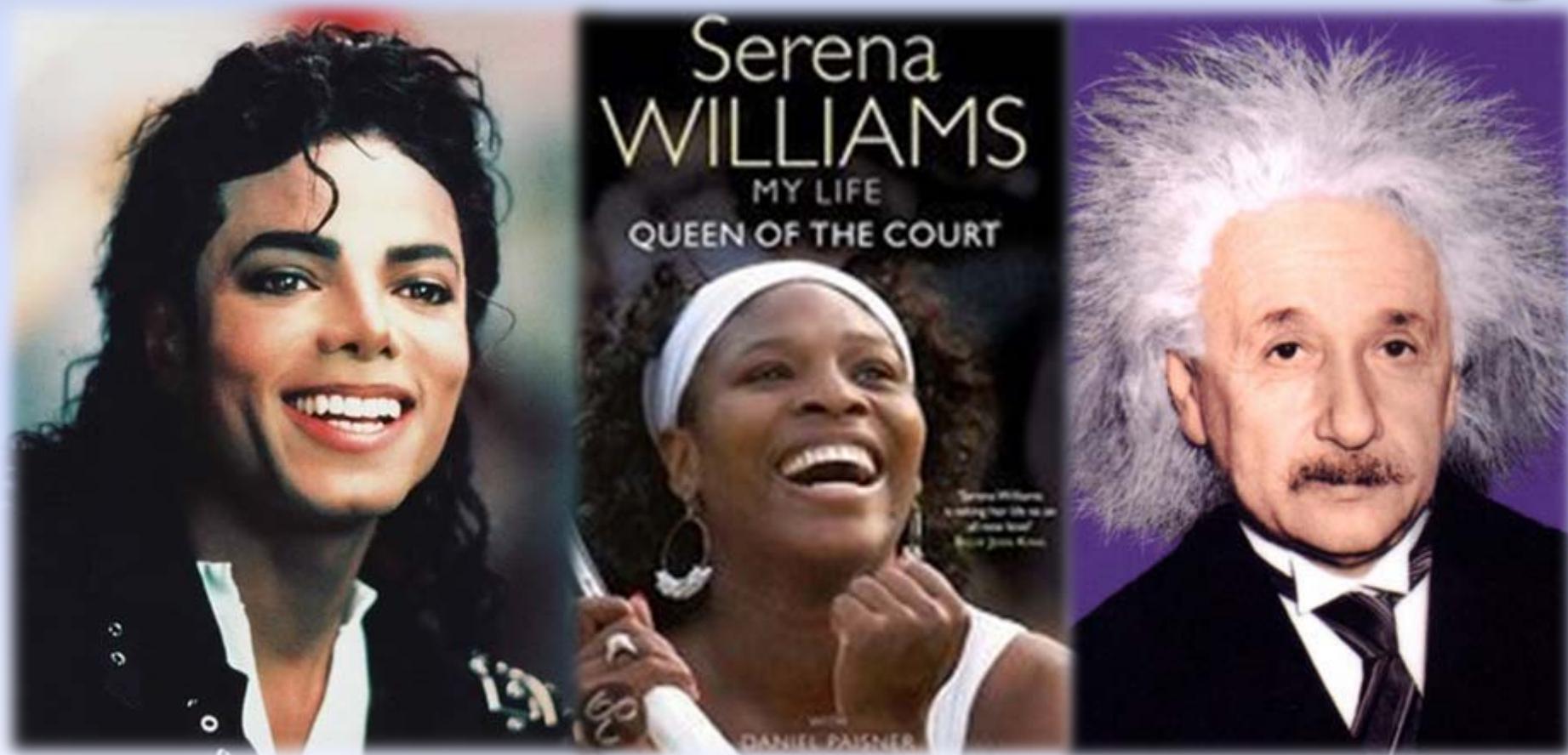
RICHARD
BRANSON



There's
One More thing...



5



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



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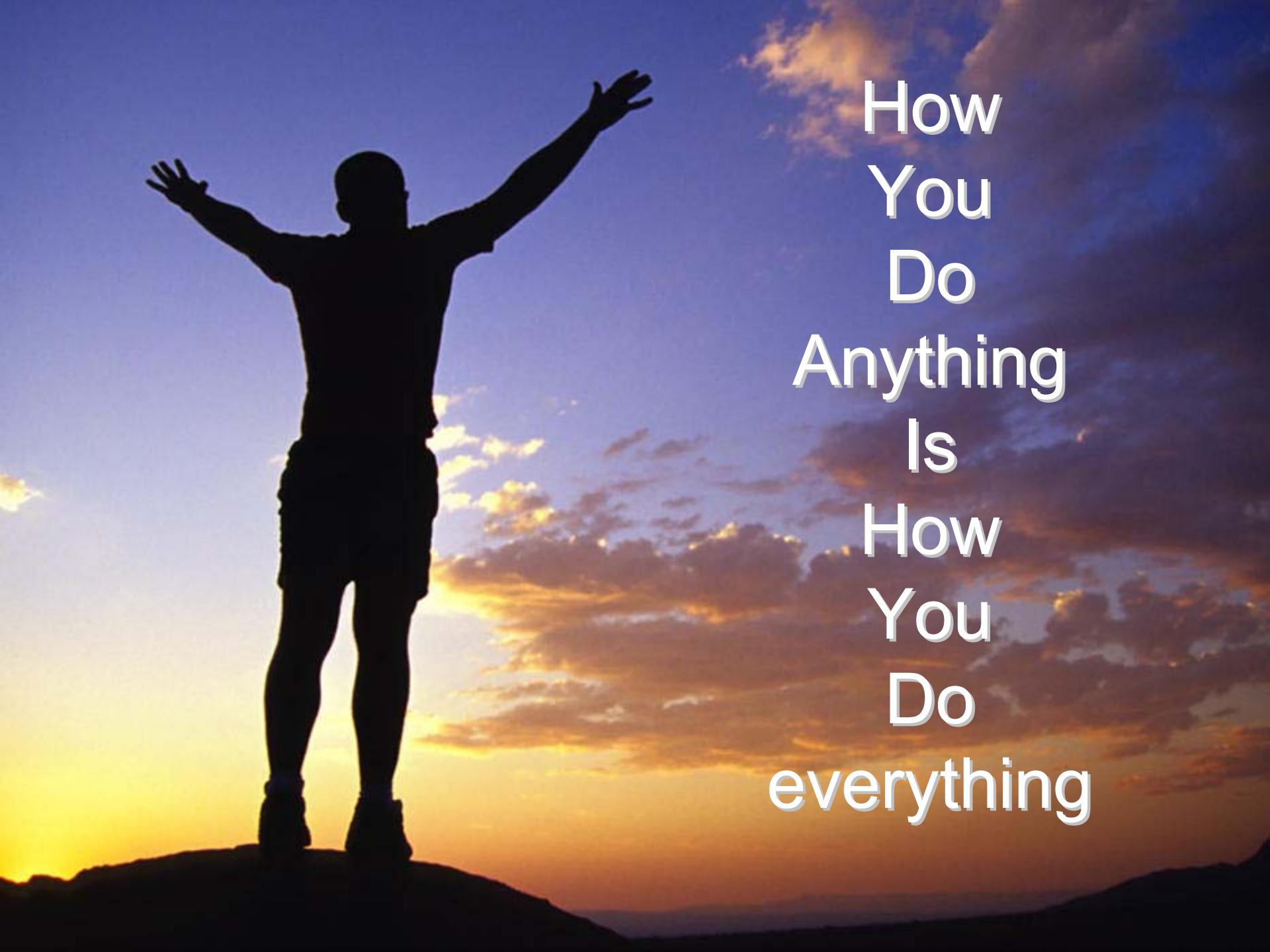
Extraordinary



ego in the fridge
Xtreme effort
talk less, ask more
request help
allow magic

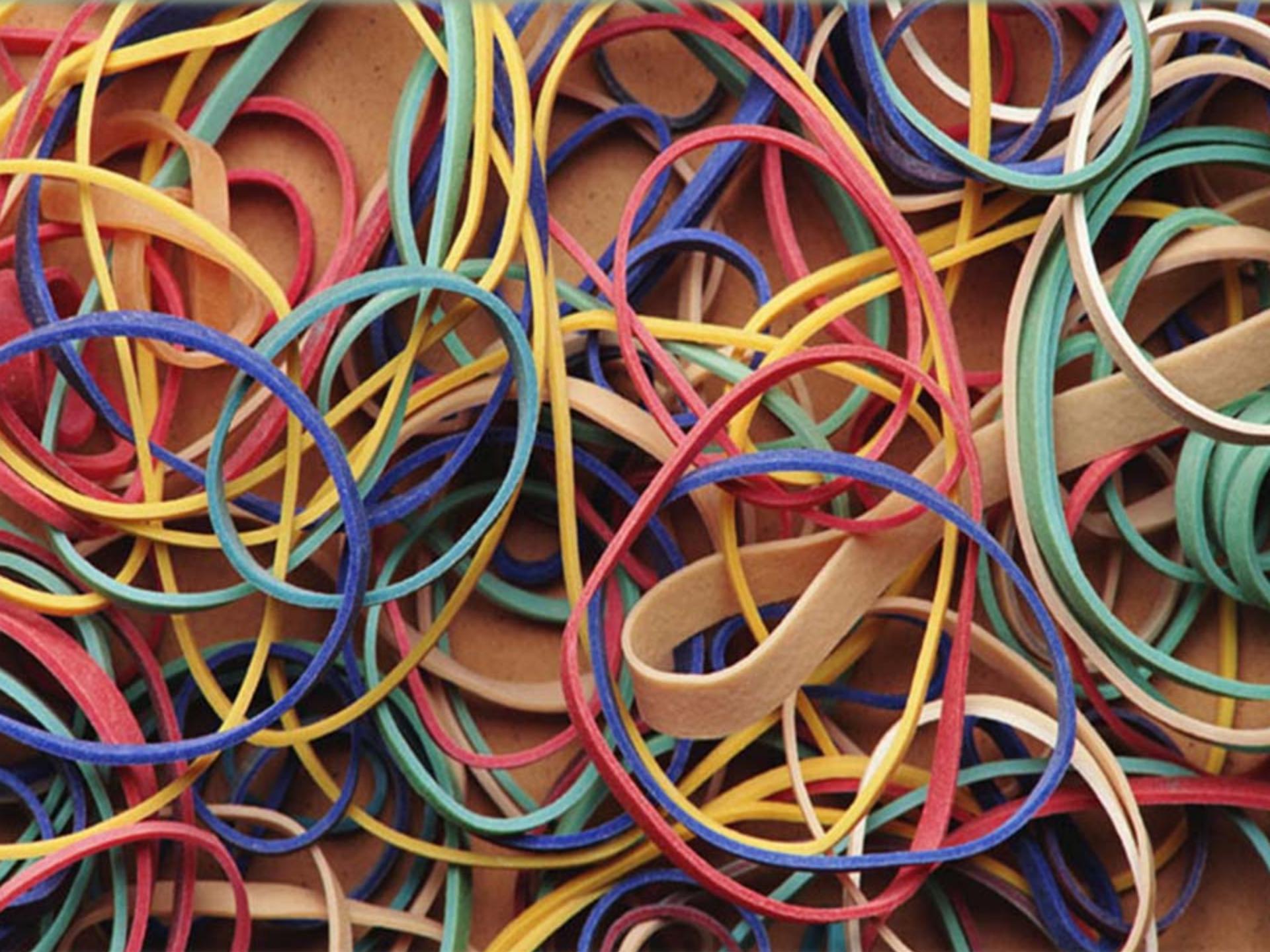
Extra



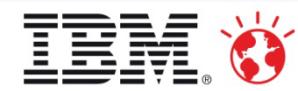
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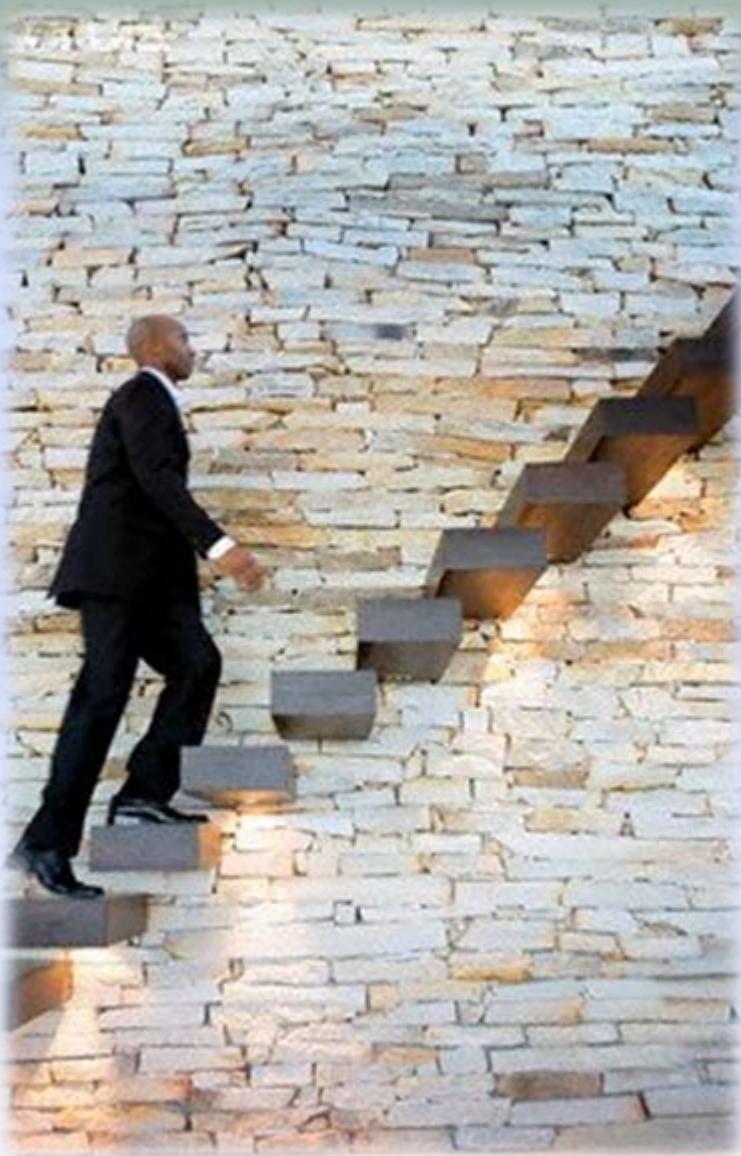
How
You
Do
Anything
Is
How
You
Do
everything











Safe journeys

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