

Session 11: Clock Dial & The Vehicle

This session is about pointing people towards opportunity: opportunity that appears in a variety of different ways.

- **Clock Dial**
- Where are you on the face of the clock dial?
- What are you going to do about it?
 1. **High noon** is the best moment in your life
 - Personal relationships
 - Physical fitness
 - Health
 - Finances
 - Self esteem
 - Personal growth and development
 - When you are at high noon, you have the greatest degree of influence that you will have than when you are at any other place on the clock dial
 - High noon is your moment of greatest opportunity, not to be squandered
 - It is fleeting: *high noon lasts for one second*
 - Realize that things, in fact, are going to change
 2. **Three O'clock** is when something has changed, but only you know it
 - The magic of three is that you still have the same influence on others that you had a high noon
 - Most do not have the ability to harvest that influence because they are aware of the change, and *fear will begin to have an impact almost immediately*
 - Due to pride, ego, and arrogance, we try to hide the fact of the change, when the exact opposite would create the greatest value in our lives
 3. **Six O'clock** is when something has changed, and it has become evidenced to other people
 - Now, influence has changed
 - When it becomes evident, something must be done to cauterize the wound
 4. **Nine O'clock** is when everything is in chaos
 - Believe it or not, it can get worse
 - *You do have a choice*
 5. **Carefully Contemplate**
 - Where are you on the face of the face of the clock dial?
 - What are you going to do to improve it?
 - *Improving it requires concrete, positive action*
 - Are you doing that which is required to have the hands of the clock dial move in a direction that is good for you?
 - Are you eating up savings or incurring debt? This is hastening the hands of the clock dial in a negative direction
 - Or, are you saving and investing even the tiniest bit? This is moving the hands of the clock dial in a positive direction

- **The Vehicle**
- *The keys to the creation of a large income all depend upon the type of vehicle that we select*
 - Choose a vehicle in which the creation of a large income is at least theoretically possible
 - Find a vehicle that is moving the direction that you want to go
 - If the vehicle that we are in is going backward, we are not going to go forward
 - Find a vehicle that is going the speed that you would like to grow
 - Realize that that there is no such vehicle that goes fast today, that will be going fast tomorrow
 - Find the kind of vehicle in which the ultimate destination is known, but is not dependent on you
 - Add your value so that it arrives at that destination more quickly, in order to impact more people for good
 - Just getting in the vehicle does not mean that you are going to grow
 - Recognize that simply being in the vehicle is not enough; it can move forward, leaving you behind
 - *Do not simply occupy: grab the driver's wheel and push your foot on the gas!*
- **What are the expressions of leadership?**
 - **Clock Dial**
 - Do a candid self-appraisal
 - Know and understand the direction of the clock dial in your life
 - To help those who turn to us for leadership, we can draw the clock dial and advise:
 - *What are you doing to make sure the hands are moving in your direction?*
 - **The Vehicle**
 - Make the required changes such that your company can begin to go forward
 - Help the company in its moment of challenge
 - *Make your group such an attractive place to be that even if it takes months to make money, even if a few more things have to change, your group is such an extraordinary place to be that they wouldn't contemplate leaving*