

SuccessBites®

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A NEWSLETTER BY CONSULTANT, SPEAKER, & TRAINER

800-639-8191

Mary Robinson Reynolds

Inspiring people in the never-ending search for the best within themselves.



SuccessBites in this Month's issue:

1. MasterMinding for Success!
2. Enter Mary's Contest and Win 1-Month Free Coaching
3. Team University's TeleConferencing 3-Module Trial Offer!

There has never been a better time to utilize Mary's speaking and writing talents! We welcome you to use articles and newsletter content located at her website.

Nothing splendid has ever been achieved except by those who dared believe that something inside of them was superior to circumstance. —Bruce Barton

How many times have you written out "resolutions" only to find you didn't keep them? Let's stop making New Year's Resolutions and GET RESOLVED about the RESULTS we want to experience.

As we move into the new millennium, there has never been a greater time to give deliberate and decisive thought to what it is we really and truly DESIRE, and then back it up with a SUPPORT SYSTEM that will move us out of lethargy, adversity and any appearance of lack or loss.

The Ultimate Support System — MasterMinding for Success!

When I look at the dreams that have come true for me, I'm amazed at how many of them have occurred since a critical moment in 1989.

You see, that's when I read Napoleon Hill's book, *Think & Grow Rich*, and discovered the amazing power of the MasterMind Principle. This is the most powerful information ever written on how to create positive personal change in every area of life.

In Napoleon Hill's *Think & Grow Rich* he tells us how he learned about MasterMinding from Andrew Carnegie, the richest self-made man on earth in his time. Carnegie told Hill that his wealth and success was due entirely to the MasterMind Process.

MasterMinding is based on the ancient premise that the combined energies of two or more like-minded persons is many, many times greater than the sum of the individual energies involved.

The MasterMind Principle states:

When two or more people coordinate in a spirit of harmony and work toward a definite objective or purpose, they place themselves in position, through the alliance, to absorb power directly from the great storehouse of the creative mechanism of each contributing mind.

Shortly after reading *Think & Grow Rich*, I attended a workshop on MasterMinding, and I immediately began the search for my first MasterMind partners. I decided that, if the CHICAGO 6 could use it and make millions...then so could I!!!

Who were the CHICAGO 6?

During the early 1900's 6 men in Chicago formed a MasterMind Group. These men put Chicago on the map. When these 6 started their MasterMind, which later became known as the CHICAGO 6, none of them had any money. They met every Saturday at a local restaurant over dinner, and after a very few years each one was worth several millions of dollars (at a time when that was a lot of money!).

Do you know who was in that group?

One was Charles Rigley, who created the Rigley's Chewing Gum empire. Another was William Hertz, who built the Yellow Cab Company. Their businesses were started and succeeded with the great help of their MasterMind Alliance.

~ The CHICAGO 6 started out their MasterMind by each one discussing his objectives for his business with the group because all of them were starting out different businesses. This is a good way to start your MasterMind as well. The MasterMind can be directed toward any objective, with one single purpose or each member having a different motive.

~ With the approach of the new millennium, there has been an intensified demand for higher levels of production and efficiency in Corporate America. As a result, I began receiving numerous requests for my *MasterMinding for Success* program. It's not a new concept, but it is powerful, fresh and alive with possibilities — for you, for the team of people you work with, and even for your family. MasterMinding works for the person who doesn't know if they can make it one more day, as well as for the person wanting to achieve higher levels of prosperity: responsibility, rank and remuneration.

So let's start the new millennium off with something that works!

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MasterMinding is HOW you make more happen in one day than is “realistically possible,” because you’ve got people who have agreed, in the spirit of harmony and good will, to putting focus and energy into the cause.

Let me say just one more thing about the MasterMind process. If you practice it regularly and in the spirit that is intended, there are not words in the dictionary of any language that can describe how awesome your life experience will become.

Here’s how it works:

The number of people in a MasterMind can be two, three and more...whoever’s committed and will play by the rules. I have facilitated MasterMinds across the country. It can work with thousands of people or just a few.

Also, the rules are the same whether you are taking the MasterMinding Process to a Management, Leadership or Admin. team, a business associate or your family.

1. Only doers are invited. So what if you have “non-doers” on your already existing team? People who are determined to become successful leaders practice Behavior Modification’s #1 Rule: Before you can change anyone else you must first change yourself i.e., your attitude! State the rule, then treat everyone on your team “as if” they are doers and they will become doers. It’s the greatest thing you will ever do.

2. No complaining or whining, and no arguing with or negating anyone else’s ideas. Remember: “coordinate in a spirit of harmony.”

3. Schedule your MasterMind sessions regularly. Open each and every meeting with the 7 Steps to the MasterMind Consciousness available at my website:

www.MaryRobinsonReynolds.com (Seminars & Trainings Link.). If you want to model the people that have been the most successful using the MasterMind you can use the same schedule that they had...the CHICAGO 6 had a MasterMind every Saturday night. Meet once a week for a 1-2 hour block (2-4 at first) and commit to 16 weeks. It will give you enough time to get used to it, practice the process and benefit from the process long enough to see if the group you’ve got is the right one to continue. It also works perfectly at monthly or bi-weekly intervals as well.

4. The team members cooperatively determine the “Top 10” obstacles in the way of moving productivity and team harmony ahead. One person acts as facilitator and lists the obstacles out on a board or overhead.

5. Prioritize the obstacles. Take a vote on each of the obstacles listed. Go down the list and ask this question: “How many of us would like to focus on this one first and work on it until it’s resolved?” And then take a vote. Do that for every obstacle down to #10. You will then have one that has more votes than any other.

6. The big fix: The facilitator then reads aloud the obstacle with the most votes and says to the group, “Who here has any experience that can help with this problem?” Then, write all of the solutions on the overhead/board. This may seem an obvious methodology, but the magic is in the initial stated intention of the 7 Steps which produces an attitude of harmonious cooperation and accountability within the group.

7. You can have quickie teleconference calls to help each other in between scheduled meetings.

Everyone out there has had a problem that’s going to be on this list. Most problems are basically the same: Not enough money, not enough time, can’t get people to do things, can’t motivate myself, can’t say no...questions that are always issues for anyone who works for a living!

If you want an awesome work experience with self-generating team synergism, rotate the facilitator role so those who are coming into their power are in front of the room more than you. This equals true leadership. Mastermind facilitators are not trainers, they just ask, “Who in the group has overcome an obstacle,” and let the rest take it’s course. It has revolutionized businesses and personal relationships across the globe for thousands of years.

Do the thing, get the power. —Emerson

There’s no better time to make the big decision. What’s the big decision? Do you want to make a change or stay the way you are.

Your number one role, unequivocally, once you’ve established your MasterMind team is to keep harmony among those independent and proud persons who comprised your group.

Carnegie told Hill that he personally knew nothing about the manufacturing or selling of steel, but his 20 MasterMind members did. And when Hill, who was totally wide-eyed, asked Carnegie what he did then to earn all the money, he said, “I’m responsible for keeping harmony among them all and that is a full-time occupation.”

John Rockefeller, the brains and the organizational genius behind the Standard Oil Company, the # 1 oil refining company in the world in his day, said that the most important characteristic he sought in his leaders and managers was the ability to get along with people and to get others to work in harmony together. He stated in his memoirs that keeping harmony among the wild and wooly members of his MasterMind was his most important role, and that it was entirely responsible for the tremendous growth and the keeping of his organizations’ greatest assets: it’s key people, throughout all those years.

All growing organizations need and thrive on friendly disagreements. A leaders’ role is to keep everyone focused on the objective and to keep everyone working together in harmony and at the same time create an opportunity to provide every member of the team that occasional lift that everybody needs. That is perhaps the most significant role of an awesome leader: to set up and run that friendly alliance of minds working together in harmony to overcome all obstacles in the way of success, so that each member can create their new future together.

Regardless of your position or status; you are the CEO of your life. Great leaders never do it all and the never do it alone. The main reason New Year’s Resolutions are rarely kept or met is that we haven’t been accountable to anyone but ourselves. MasterMinding makes everyone accountable in a most powerful and productive way, and this is what causes change and new productive results.

In keeping your MasterMinding powerful and productive, let me give you a few shortcuts so it can happen in your lifetime!

- Give all your team members each other's phone numbers/ email addresses.
- Seek new knowledge everyday... find successful people who have done and do it = leverage.
- Daily ask yourself, "Of all the things I could be doing, what will move me (and/or my team) ahead the most?"

Finally...when you dream and visualize the things you desire or want to become, add your MasterMinding team to the equation — again, think leverage. What gets you more? Wondering each night how you can do it all by yourself or picturing each night how your team members will move into the zone with you to make things happen easily, effortlessly and harmoniously.

Which one will you be picturing for YOUR SUCCESS in 2000?

Give the Gift that Gives a Future



And have a CHANCE at WINNING
1-Month FREE COACHING Sessions
with Mary Robinson Reynolds as your Coach!

What You Will WIN...

- Four 30-minute Coaching Sessions in the month of your choice. Value - \$300
- With Mary as your Coach you will identify and clarify the next step in your own amazing journey!

To ENTER...

- First: Go to <http://www.MaryRobinsonReynolds.com> to Guest Registry link and enter 10-email addresses of your business associates, friends or family. (This list will never be sold or used by anyone other than Mary.)
- Second: E-mail everyone that you submitted and let them know you are "Gifting" them Mary's Daily Success Motivations.

That's ALL! You're Officially Entered and the Drawing will be on Tuesday, February 29, 2000

WINNERS WILL BE CALLED by Mary.

Sample Daily Motivation

DECIDE WHAT YOU WANT OUT OF LIFE.

Use your imagination. Turn your possibilities into reality by taking decisive action. The difference between greatness and mediocrity will be how often you try. The greatest mistake you can make is to be afraid of making one. The earlier you make those mistakes the better. Don't be afraid to try.

No one that has ever lived has ever had enough power, prestige, or knowledge to overcome the basic condition of all life, you win some and you lose some.

You have to make some changes if you want things to change. So set your goals high. You can't hit what you don't aim for. Surround yourself with successful people and follow their lead. The world will turn aside and let you pass if you know where you're going.

Successful people act on their dreams.

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Supreme Team Synergism in 2000



Call Mary Today and Find Out How You
Can Take Advantage of

TEAM UNIVERSITY'S TRIAL INVITATION!

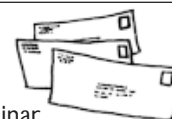
Your exclusive 3-TeleConferences
FREE from TEAM U's Modules.

Team University can provide your Team an Intensive 12-Module TeleConferencing Program where you'll delve into tough challenges and develop the critical skills that will move your team into completely new and profound dimensions of accomplishment, energy and peak performance.

Are you wondering if a 12-month subscription to Team U's TeleConferencing Course will address the challenges that hit home for your team?

That's why I'm offering a 3-Module Trial Offer, because I personally guarantee that in the first 3 TeleConferences I will make your team work hard, think hard, and unleash the strengths of each team member to infuse energy, excitement and a positive "together we can do anything" spirit into your team!

Team University TeleConferencing
Provides the Solution:



Subj: Re: Team Building Teleconference Seminar
Date: 11/24/99 12:55:48 PM Pacific Standard Time
From: THarding@health.state.ak.us (Harding, Teresa J.)
To: MarySpeaks@aol.com

Mary,

I want to let you know that your presentation via teleconference was more than I had expected. Rare are the times when people "give away" time where the product is of such great quality!

Your introductory card promised a free hour of education covering Defusing Conflict and Disarming Confrontation, and you certainly delivered.

The hour flew by and we really could have continued for another hour.

Actually being able to put most of the information you presented to use during the conference made an impact on retention. Further, by using actual problems and situations from our own lives, the information became user friendly.

For our group, validating "you're right", and pausing has proved to be a most useful tool, both here at work and in our private lives. As you remember, one of the conference members had a private issue. She has successfully used the information from the conference to improve her communications.

Thanks for giving us such useful tools.

Success in all you do.

Terry Harding



Start the New Year out Right —
Call Today and get Your Team on Mary's Schedule!