



## Taking Charge – Ending the Self Help Hustle and Heartbreak

### Episode 12 Tom & Adrian Chenault

Introduction: Taking charge with successful businessman, world-renowned speaker and best-selling author Mark Januszewski. This is the only podcast where we end the self-help hustle and heartache and arm our listeners with everything they need, to access a remarkable power within. a power beyond measure, Mark J is the creator of the famous 'Master Key Experience'. Which publishes annually a success rate of over 98%, happier, healthier and more successful people.

Mark co-created the 'Master Key Experience' combining science and spirituality with his wife, over 30 scientists and the illuminated ones spanning 4,000 years. You'll quickly discover that there really are no common people. There is greatness within you and this podcast will help you find and develop your greatness. The best news? It's in you already and so it's free.

I welcome you to our host Mark J, creator of the 'Master Key Experience'.

Mark: Hey, Aloha! Mark J and welcome to another episode of taking charge, ending the self-help hustle and heartache. Now today's episode of taking charge, is a really critical one because we've talked a lot about the mind. One of the things that's going on in the world today of course is, so many distractions and so many things to keep up with, everybody knows that nobody makes it to the top alone.

There's the old saying, it's lonely at the top. Everybody knows that's total baloney. The truth is nobody makes it to the top alone. So, how do you build an effective network to boost you up while you're also boosting other people? That's what we're going to talk about because that's a big part of taking charge of your life.

So, Aloha, and we'll start the way we always do. By telling our new listeners what Aloha actually means and we'd love you to share that message or and/or this podcast with everybody. But Aloha, I did not know and I started living inside my dream. Because I took charge, I got rid of the self-help hustle and heartache and did the work. You're gonna hear from two guys today, who do the work. But also have an eye on the future with their feet and their actions in the present. which is an absolutely killer combination.

So, Aloha, 'Alo' means the divine or the spirit and 'ha' means breath. So, Aloha means 'May the breath of the divine be on you'. So, it's more than hello or goodbye here. They're actually wishing you the divine breath. I always think that's important at the beginning of these podcasts for one simple reason, open your mind here. Open your mind up a little bit and just let this stuff flow in. I'm actually joined today by what I like to call silver and gold. This is a really good friend of mine Mr. Tom Chennault, multi-million dollar, annually earns over a million dollars in networking.

He's the silver and like all good parents, we hope that it's silver father golden son. His son Adrian is really golden and has coerced, congealed, pulled, encouraged, kicked and dragged this famous networker into the new century, with a technology that's just really gonna blow you away. You know, Robert Kiyosaki I talked about, there's two types of people in the world. Those that trade their time for money and those that build networks.

I've been in the network marketing industry for a long time. I've never met a better networker than Tom Chennault. There's many that are in the league, but one always stands out on top and the reason that I put him there, is he's never lost that touch for the individual. It's never been about the mob or the herd, it's always been about one person at a time. One conversation in a coffee shop at a time and what's really interesting, is that his son Adrian has brought that to another level and has helped me dramatically. Now if you're listening to this, let me describe the new shirt that I have on just for this podcast. It's a Robert Graham shirt and this is an embroidered dinosaur. There's a message here, okay. If you don't get with this new technology like the dinosaurs, you'll be extinct. So, Tom and I are still slugging away and learning new things. Guys, welcome to the webcast. It's such an honor to have both of you here on the same screen at the same time.

Tom: Wow.

Adrian: Good to be here.

Tom: Well look at how much better he is at what I do, that I will ever be. With preparation even, that's impossible. So, you know one of the things I think that happens for everybody and you know we do want to have the serious conversation and have a lot of fun while having the serious conversation.

Everybody knows that the path to success, once you get away from the self-help, hustle and heartache is a straight downhill run. The only thing that can get you off the path. The really interesting about thing about temptation is temptation can't get on the path, you have to get off the path. In today's world with the internet and face-to-face meetings and family and community obligations and prayer meetings in church, the whole ball of wax is very easy to get distracted from your primary purpose.

So, one of the things that happens with all these distractions is you need a way to sort them out and Tom Chennault has finally shared the master mind behind himself being able to keep everything straight. They created a program called 'Contact mapping' which helps you build networks and not get distracted. Or even if you get distracted still take care of the things that you need to take care of. Tell us about contact mapping and how that actually came about.

Tom: Well actually, Adrian was so sick and tired of me talking about rolodexes because he didn't know what a rolodex was. I was like believe me, Adrian, we gotta pay attention to your rolodex! The people that are really good at this business, I don't care if it's Jack Welch, I don't care if it's Harvey Mackay, I don't care if it's John Milton Fog or it's Richard Brook. Whomever it is, the people that pay the most attention to their rolodex, win.

Well I just lost everybody under the age of 90. Little Einstein here, and his friend from MIT, Massachusetts Institute of Technology. Rick's got a doctorate there, these guys said we could lever this thing up. We could make this into something where it is out of the Dark Ages out of Mark Shirt, the dinosaur shirt, the embroidered shirt and really make something out of this dad. Because you're onto something you are a hot mess and you've been unbelievably successful being one, lets show other people how to do the same thing by creating an anti-social network. Pretty much it?

Adrian: That is pretty much it. It's the old school stuff that I think has kind of gotten lost in in favor of all this attraction marketing and all this kind of thing. But the reality is the old-school principles work, there just needs to be a new way of doing it.

Mark: Yeah that's true and let me get on the bully pulpit here for 30 seconds. I'll try to contain myself to 30 seconds. You know all these courses out there, folks, about you know come to my course, buy my course and learn how to turn on attraction marketing? L-I-E. the people selling them are L-I-A-R-S. The law of attraction is running 24 hours a day, seven days a week. It just depends on what you're holding in thought that you're attracting or repelling things. It's running 24/7, so don't waste any money on that.

What you need to learn how to do, is leverage this technology that these guys are talking about. It's made an incredible difference in in my life in less than a couple of days. I'm using it for two or three days and I could use it. Folks, I'm not the most technically savvy guy. As a matter of fact, my wife had to come in here shut my computer down and restarted just to get this podcast going.

I don't know how to figure that stuff out. That's how easy this is. But here's the thing, it's not about attraction marketing. What it's really about, is letting people know that they are attractive and important to you. Tom, I know you've been an expert old-school with that. So, talk about that a little bit and then Adrian, you can talk about how you've managed to take those old skill schools and integrate them into what is not your average app.

Tom: What Mark is unbelievable at, is cutting to the chase and looking at everybody like they're a prospect is completely and totally nauseating. What we decided to do was build an app that really promotes being a better human being, with the byproduct being better business. That's all this t is about, is the app gives you the ability to have a powerful conversation called the coffee shop interview. Which is by the way a free e-book in [contactmapping.com](http://contactmapping.com) and once you get done with that, you are dropping people where they want to be. Not where your company's agenda is trying to send them.

In other words, you're not going to be that crazed and multi-network marketer that's an amateur anymore, throwing up on people with a product or an opportunity in a coffee shop. You're gonna find out what they want to buy, find out what they don't want to buy and then come back to them a day later and sell them what they said they want to buy and don't bring up what they didn't want to buy.

All of a sudden, your success ratio goes to a hundred percent, because you weren't a barking Chihuahua. You were an actual human being interested in their life and filling that need with a product or service primarily yourself. So, many people are desperate out there, they're there without hope and all they want to do is tell a story to you about their life, about what's going on with them. If you'll take the time to listen, every human being - Rene Brown says this, has a story that will bring you to your knees, if you'll just take the time to listen to it. We figured out a way to turn that into a business and it's been crazy.

Mark: Yeah, now how do you take what Tom's talking about Adrian and you know take this great skill. This great heart that he has and move it, so that we can constantly be in contact with people and then network out through them, because they see it's about them. We're interested in them rather than our paycheck. We're vested in their interest rather than our money.

Tom: He doesn't want to talk yet. Okay, I'm thinking hard about what you and I have in common and that is over thirty years of sobriety each. Going to Alcoholics Anonymous meetings and when you go to when you go to an Alcoholics Anonymous meeting or you go to church, you got those guys over there in the corner that have the big book of Alcoholics Anonymous memorized or the Bible memorized. Those are the people over there that they hate.

You just can't stand them. Then you've got people that are absolutely transparent and vulnerable, that look you in the eye and they number one they've done that rigorous self-inquiry necessary to be a decent human being that cares about other people. Here's what happens Mark and it's so beautiful and I want to talk about that, because it's so important. because this whole app should be called the Mark J, because it is all about that space beyond all that training that those charlatans supposedly sell and inside of that rigorous up inquiry, that love and compassion and that sharing that creates a tribe of people that you trust. That you love and they feel they belong, because that's the cornerstone of any relationship and you build that, you build everything. So, many people think there's a trick involved. The trick is involved and it's called loving people like no one else ever has. So, I'm sorry to interrupt Adrian, now you talk.

Adrian: You can't interrupt me, if I didn't get a chance to start speaking. So, you take who he is and what he does and it really comes down to two things. The first one is all about the heart and he touched on that a second ago, right. Which is that really what we've got to get people doing is showing up differently than they have been. When you show up inside of your agenda, what you are doing is repelling people because they immediately sense it and they start putting up their defenses. Thinking about how they can wiggle out. So, instead we're training and teaching people and showing them the magic that happens when you put your agenda aside, you get inside of their agenda.

Then once you understand what they need you come back and figure out if those two things intersect, if they do then it's a great day because now, we've got a win-win on our hands. If they don't you understand that the world is going to take care of you, if you love that person enough to leave them where they are and let them do their thing. So, that's part one and then part two is really just as simple as showing up. What the app does is it makes it easy for you to show up.

Because what it allows you to do is, I hang up the phone and I use my voice to remember a couple of things about every conversation and every person that I met. So, that I memorialize that in my brain. So, that I'm able to come back to them in a loving powerful way and then I set myself that reminder to follow up. If I just take those couple of simple steps that take me 30 seconds and make sure that I then just show up periodically in these people's lives, again I can't think of another word besides magic that just amazing things start to happen just as a function of the kinds of connections and relationships that you create.

Mark: Yeah, one of the things that happens for everybody and what we're talking about here is building a network. I'm not just talking about building the network. You know how many likes do you have or how many families can you put in the seat. We're talking about a responsive network and it might be two or three subcultures inside that network, maybe your prayer group or you know your recovery group or your network marketing group or your family or whatever. It's all good.

So, we begin as all winners do with the end in mind. Now one of the things that I found is I have heard speaker after speaker after speaker after speaker say, "It's all about relationships and you lean forward and you're on the edge of your seat and they say squadoosh after that". Tom is telling you; Adrian is telling you how to do it. What he's saying is with this app, you can actually speak into this app and get stuff for yourself noted. So, the next time you talk or interact with that person you can get to them, their birthdays.

By the way when you get this app, let me say something. There are some good apps out there but they're all created by nerds, who don't talk to people. This is the only one that was created by people that talked to people. It's supposed to help you network. So, why would you buy something from somebody that has sat in the cubicle his whole life and wants to hide there? This is incredible. Okay, so back on point here. We begin with the end in mind and you're getting some tips of how to enrich those relationships. Let's start at the beginning. Somebody gets the app. They got all these contacts in their iPhone or whatever. Do they have to put bring them over one at a time?

Adrian: No, it's exciting. So, we everything is about being easy and so what we did to make this as easy as possible for you is that everything's already there. It's there and ready to go for you. You don't have to start from scratch. You don't have to maintain two lists that are gonna slowly diverge over time. We want it to be easy and we want you to feel like you're winning every time.

Tom: I'm going to add to that. If your app does not make you feel good and it doesn't make you feel smart, it's the wrong app. Every one of us have 19,000 apps on our phone and we have no idea why we got it. We opened it up, it was Chinese, we couldn't figure it out. This thing has you up in business in two seconds or we onboard you. We actually have people on staff sitting right here named Jason, Jason Koehlers right here. He's in their office we got a woman named Elizabeth Larsen.

We will onboard you because we cannot afford to have you feel paralyzed. We owe it to you and I told Adrienne and Rick, the two guys that have the brains behind this company. It is the human being we care about. We do not want to be smart; we want you to feel smart. But I am telling You it has been about 60 years since somebody looked at my report card when I dropped out of high school and out of grade school. I want you to be nice, not smart and this app is gonna let you feel that way.

Mark: Yeah and I want to talk about that for 10 seconds. They on boarded me and Davine. That simple, so this is not like maybe it'll happen. I said "Hey I need some help with this thing" because I'm all about speed. You know I'm the kind of guy that doesn't read directions and wants to know why my TV volume doesn't come on or something. "Did you read the directions?" and I gotta go try to find the box which I've already mangled in a rage. They took all of that out of there and there's this beautiful bridge into being active with it right away.

So, one of the many things that you can do with this app is you can actually call people and text people right through the app. So, things like birthdays or you see somebody on Facebook. you know hit a pin level, or got married or got divorced or whatever. Whatever made them feel good or happy, you can contact them right through the app. Making a note in there, create an anniversary date in there and never miss any of this thing. How difficult is that to do?

Adrian: It's all completely easy. We hear this all the time from people that I live my life out of contact mapping, because it has become the center point of everything that they're doing. So, that's what we want it to be right? We want it to just be this place, where it's like I know exactly what to do. It's not cluttered up with a bunch of stuff I don't need. But I can run my business and live my life out of here.

Mark: So, today Harry sets two appointments for tomorrow with Joanne and Rita. What happens tomorrow on his phone?

Tom: Let me tell you what happens to me, because this is pretty funny. I'm caught up, I saved. So, this morning I had 43 follow-ups on my app. Today right now, I have got literally seven left and I wanted to tell you that because it's pretty cool. So, Emma I have no idea who Emma is. Susie Buski, never heard of her. Angie, never heard of her. Nancy Fortunado, never heard of her. Era Guire, I've heard of him Terry Hartley, he's a pickleball player that I'm trying to talk to and Davies Alonso, those are the seven.

The reason I tell you guys that is I saved them because all my big follow ups, I knew who they were, I followed them up, I sent them all a nice note. Those seven people, I mapped? I have no idea who they are. I am 68 years old; I am on the fly. I'm interviewing people all day long and tomorrow I wake up or in a week I wake up and I'm going "Holy cow, who are these people on this business card? Who's this person on my Excel spreadsheet? Who's this person?" I tap so we go in and let's go to Suzie Buski. If you're Suzie and you're on here. I am so sorry that I forgot. Yeah, I am apologizing from the bottom of my heart. Because she's a really nice lady from Edmond Oklahoma, been in network marketing six years. Loved the possibility of it, kind of gets worn out by the grind, would love to visit her friend in Australia when she starts to make some money.

Bingo bango bongo. We are back alive. I could call her on the phone and say have we figured out how to get to Australia yet? I know it's a grind, it's instant relatedness. I can Google my brain, life is good. Bingo bango bongo. Take that Jeff Welch and I'll tell you this. Guy's the most important, the most impressive thing, I've seen on this whole Facebook live, this entire time out in the comments is the fact that Jeff Welch can spell anonymous. It's a miracle, I can't believe that he's been commenting the whole time, it's a wisecrack and I love him.

Mark: He's an interesting man. So, what we're really talking about here is building wealth. Some people trade their time for money, other people build wealth. How do they do it? They build networks that are responsive. So, Tom's just giving you a perfect live example. he couldn't remember anything about this girl, he's got that information in there. So, when he has a dialogue with her, he's talking about what's important to her. What her trouble or challenge is, not the ingredients in its product or the special sale that they're having or yada yada yada. Taking an interest in other people's interests is building relationships. You do two things, what Tom and Adrian are talking about and you get two lazy networkers, colorcode.com. Your color, you know your color doesn't really matter. It's the color of the other people and this isn't some you know guess at it.

You know all these cute things that are out there like the little color code stuff you see people doing a seminar by telling you the characteristics. More than 70% are wrong of people they assess and only 38% assess themselves properly. Once you know your color and you have these networking skills, it's game over. Because you can talk in a language they understand, okay if you're talking to me, you want to talk about bottom line and money. You're talking to my wife; you want to talk about feelings and intimacy. That's just the way it is.

She's not interested in money. But you can get her interested in money by talking about enriching the relationships and helping her daughters get off to a good financial start. You know, that's how I bagged her. Exactly what happened, cute story. She said while I'm doing really good in network marketing but I've never landed a big earner. I said you landed me, baby. Basically, what we're talking about here is a turnkey thing. If you're challenged technically, they're gonna onboard you. Tell us about the voice thing, I mean that is like a godsend. Because Reds like me, I'm on to the next thing before I'm finished with the first thing. This has just been such a life saver. Can you describe, why did you come up with that and how does it work?

Adrian: Because I figured if I was gonna build an app and honor my dad, I better build something you would actually use.

Tom: That's exactly right.

Adrian: This is the thing I think so much there are so many tools out there there's a there's a lot of tools out there that would tell you we do everything contact mapping does and 5,000 things more. They're right and that's the problem. Problem is not having enough stuff; the problem is having too much stuff. The problem is it not being easy simple fast. So, if it's gonna be easy simple fast. What's easier than me being done mapping the conversation I just had with Mark about his love of the Red Sox and the big trip he's about to make to Boston and all the things that he's gonna do. What's better than me having finished that by the time I have hung up the phone, before I've gotten to my car because I spoke it in there and it's done.

So, we just wanted to make it so easy fast simple that anybody could use it and that you'd stay with it. Because that's the key is you got to change your habits and if we don't make it easy for you, you won't you won't stick with it long enough to make that habitual change.

Tom: All your information is yours. So, this is not portent over anywhere. So, basically your contacts in your phone are still there and then there's a skin above it called the contact mapping app. So, if you send out the contact, if you decide you want

to share a contact with somebody, they're not getting all your notes. So, I just go nuts in there because I can shoot from the hip. Because I don't remember these people and I can think you know whatever I want. Whatever see I was gonna use the exact words you and I wasn't gonna do it.

But I'm a visual guy and I need to be descriptive and it's not Hooked on phonics. So, I think we know what I'm texting, I'm trying to be all perfect. I just fire away, I put in there and then I've got it. That's why when I just pulled up that lady's name there wasn't a whole lot of detail there, just what I needed in order to have her feel remembered.

When I talked to her the next time. I'm gonna follow up with her being in Oklahoma that network marketing is a grind and she's got that love of Australia, because those are important to her. What I'm gonna sell Devine is exactly what Mark just said. I'm not gonna call her and talk about anything except what she loves the most and that is those two daughters, their lives and Mark and that's what she wants to buy that's what I'm gonna sell to her. It works beautifully because you're being a caring human being instead of some agenda driven multi-level marketer. It's beautiful.

Mark: I just want to share one thing here about a deeper level of the brilliance behind what Tom and Adrian have put together. This is really really critical. You know folks, when you take an interest in other people's lives, they become interested in improving their life. It's really that simple, when you take an interest in them, they get interested in improving their life and if you have a way, that's for them that's great. If you don't re-firm to somebody else, then the universe will literally drown the in prospects, opportunities and sales, virtually effortlessly.

This is such a beautiful critical thing here, to totally understand that in networking what we're doing is trying to make marriages where there's nothing in it for you. Make two marriages a day, the carpenter that I met at an AA meeting and a woman with a back-porch problem. I put them together, there's nothing in it for me. It doesn't matter if anything worked out between them. What matters is you become known as someone, who is operating for other people's best interests. Now here's the magic, just exactly what Tom said.

If it is just in your head, then it's just a pitch. If you're coming from the heart, trying to help other people, you're there. They will sense it. They will know it. I was in a Delhi one day, very famous Delhi in Newburyport Mass. This guy came over to me and he said because I was on this thing of two marriages a day that don't benefit me and two kindness is a day without getting caught. This guy comes over to me, he says uh hey my name is so and so. He said I'm running for City Council, I said "Great I'm here with my daughter, it's you know our time on the weekend." He said "No, you don't understand. I want you to run my campaign." I said "I don't even know you." He said "Everybody in the town knows you, you're constantly putting people together." and I said "Oh that's flattering, I said but with my background and convictions you probably don't like you don't need me there." But anyway, that's when the magic really hit me and that's really what Tom and Adrian have put together. Adrian and the MIT wizard behind the app, one quick question. When people speak into the app, how does it record that? In voice or does it go into type or both or what?

Adrian: Yeah, it's all voice to text. So, you got it there then it's searchable and literally I mean this happens to me all the time. Just like mark just talked about, about being that person who knows everybody in town right? I walk into a coffee shop, I walk into a restaurant, I walk into this place and I see that person across the room. I go "I don't remember their name, but they were the person who was telling me about horseback riding". So, I look them up on any little keyword. Up pops their name, up pops their face and I walk over and it's like we chatted yesterday.

Tom: Another thing mark, that I want to talk about with the app. Everywhere you go, well I don't care if it's a homeless person, I don't care if it's a waitress, wherever you go, you don't need their name. That's what's so cool about that. This is not a business app, it's a human-being app. So, the waitress you walk into the restaurant, you know like the waitress and you snap a little snap shot of her. Maybe not even a posed picture and you put that in the app when you want and they come over to the table and you know "I'm graduated from college, I've got a Bachelor of Arts degree, can't find a job, I'm doing this job till I find a job, where I can go to business school."

Just map all that without a name or anything and the next time you're in there, you actually remember that waitress and her story and they swallow their cigar, because all we want to be is remembered. That's all of us, that's me. The other day I was

at this restaurant and I walked by and this lady goes it's Tom Shalom and I go like "Who are you lady?" Because there was absolutely no reason for us to know each other and all her friends, they go, "who is he?" She goes "He's an activist" and I go "I am?" and then she says "Yeah you were the guy who did the video about the crack house down on Main Street that got demolished in 48 hours" and I am that guy.

But why she remembers me is something completely different than I'm about. In her eyes, I'm an activist and I'm important to the city of Longmont. But I'll tell you one thing right now, I took a picture of her. I got her phone number, then I ran into her again. I told her name. I came back and told said her name to her and where she lived and she lives with her mother and her cat. She couldn't believe it, it was unbelievable.

Mark: What we're talking about here folks in taking charge and ending the self-help, hustle heartache. You don't ever really have to buy a lead in your life. What you need to do, is network out through people. Because when you are kind to people, when you take an interest in people, they introduce you to other people. They introduce you to other people and I'm gonna tell you something about good real estate people, good network marketers, good hairdressers, good at anything. They're not always the greatest people. They're not always the greatest presenters. They're not always the greatest closers. They're not always greatest teachers, what they are, are great networkers. This will turn the average networker into an outstanding one and an outstanding one, into a great one.

You will never ever for your businesses have to buy leads and go down that stupid silly road. You will have relationships with people, before you contact and I'm gonna tell you what it'll lead to. I promise you this, when you follow the simple suggestions that Tom is sharing with you and some of the material that he's put inside, to drive that point home from a couple of different angles and leverage the technology that Adrian and his MIT Wizard have put together. You will be a networker and networkers build wealth. Whether it's in network marketing, hairdressing or painting.

Tom: Where's MIT now located?

Mark: Cambridge Massachusetts.

Tom: Thank you very much, mark went to school there.

Mark: I used to sell shrimp around that place.

Tom: Here's another thing. Facebook hates network marketers, they really do. They don't like us at all and there you have no idea how vulnerable you all are. You think you have all these Facebook contacts and they're all so safe. You're one second away from getting turned off by those guys or by LinkedIn or by Twitter or by salesforce.com over your company. All your company, all you network marketers have company apps.

I've got one of my company. Guess what? It's wonderful that you got all your data stored in there, but guess what? You leave that company or you get in trouble or they go out of business and you put all your resources into putting your people in that app that goes away tomorrow and your hats in your hand. You don't want to go there. You want to have it protected by Adrian and the whizz kid from MIT, I promise you.

Mark: I'll tell you the truth how true that is there were these twins, girls incredibly striking looking and very unusual looking girls. One of them was cranky and one of them was happy joyous and free. I didn't know they were twins at first. Anyway, they owned a video store, finally in polish, in Italian I finally figured out oh they must be twins, right. Then I finally saw them together. So, blockbuster was coming into town and I said the handwriting is on the wall.

I said you know your most valuable asset? They said "The videos, it was in the VHS days". I said "No, it's that database that you have." and we built a very successful network marketing business for both of them by leveraging that list. Now that's a perfect example of what Tom is talking about, because that was their list. That was their asset, not the videos, not the shelves, not their reputation. The real asset was the list, coupled with their reputation. Does that make sense?

So, we're talking about insurance here. We're talking about lessons and networking and what we're talking about really is building wealth and I want to talk about another type of wealth. Because Tom experiences and shares it all the time, and

obviously it's rubbed off on Adrian or was passed genetically. Who knows, who cares, he's got the magic too. That is the other 12 riches in life. You know, Tom's a network marketer so it comes up in the conversation. But we're talking about the riches of play, the riches of health. But the most important thing then Joseph Campbell's study and studying myths for 4000 years is what people are really looking for folks, are two things.

These are all these myths from all these different cultures, that didn't even know the other ones existed. The myths looked different to the untrained eye but to the trained eye, same story. Everybody is seeking two things. One we can never really know and that's a connection with the divine. It's got to be on faith. The other thing that these myths revealed that drove cultures and still do today, is an authentic connection to another human being. Which is Tom's point about that this girl "Wow, you remembered me". That's it, that we have some significance to somebody makes that authentic connection between you and another human being. That leads to the kind of wealth, believe it or not that totally supersedes the value of money. Once you get into that level, the money just follows you. You don't have to chase the money. You agree with that at all Tom?

Tom: 100%, you know what? It's so much bigger than that, because if you go to those two conversations that you just talked about a day and you start building and you will leave them where they are, instead of trying to ruin them with your agenda, at the end of a month you've got 60. At the end of ten months you've got 600 and all of a sudden, you've got this database in my phone, I've got 18,000 people. I would have ten if I tried to throw my agenda out to all those people and threw them out when they told me no.

I don't even pitch people anymore. At the point in my life I am, all I do is stand back and watch these people come to me. Because they loved me because I remembered them, they figured out what I do because I remembered them and then when the water got deep in their life around alcohol, drugs, money, time or health I was the first call they made. As a result, my phone rings literally every day with people asking me to be a part of their life.

I am telling you there's no greater gift than doing what Marks talking about and that's just focusing first on being a tremendous human being, with integrity and documenting and following up. I want to talk about that before we get out of here. Because when I first did this app with these guys. I really believed that I was the king of interviewing people and I was the king of follow-up and everybody was going to talk about is how is how great I was at that. That app exposed to me, how terrible I was at both.

I am only in awe of these kids because they made me a better man. They're gonna make you a better woman or a better man, if you'll just take the time to take that free trial with Mark and Devine and just try it, on drive it for 30 days for free. At the end of 30 days, you're not gonna be able to live without us.

Mark: That's absolutely true, so you can do that or you can be a dinosaur. You know, we know what happened to them. You know it's not like George Bush thought you know the Flintstones was actually a documentary. They were gone a long time before us, move into this century, this is all it is. It's one touch, I know it's hard to see here. It's one touch, boom and you're in and you're up and running. You can take this free trial. So, my big takeaway here from this thing as we wind down a little bit. My big takeaway is the absolute ability to, as soon as you finish a meeting to speak into it.

So, you have voice-to-text notes on these people and believe it or not I don't know if you caught this when Adrian said so, but like he might say something like Marks going a baseball fantasy camp. So, he's "Who's that guy? Who's that guy from Boston". He could type in baseball and that will come up for you. Everybody said anything about baseball. Folks, this is pure gold. This is pure gold, that's a huge takeaway that voice-to-text thing.

So, you actually don't have to - you know I can't do this. I got the Italian sausage thumbs here; I can't do that you know and I can't spell either so it doesn't really matter. So, we end the way we always do. This is really interesting because there's two. Which are nine little simple quick questions. You guys ready?

Adrian: Ready.

Mark: Tom, the best thing you ever eaten?

Tom: The best thing I've ever eaten? Ice cream.

Mark: Yeah, my two best friends, my first four years of sobriety were Ben and Jerry. Adrian, best thing you ever ate?

Adrian: This incredible pork dish at a restaurant in Australia.

Mark: Okay, best place you ever visited Adrian?

Adrian: Probably the Great Barrier Reef.

Mark: Yeah? Tom best place you ever visited?

Tom: Moscow.

Mark: Really fantastic. Tom your favorite word or sound?

Tom: Love.

Mark: Adrian favorite word or sound?

Adrian: My kid's laughter?

Mark: Yeah, definitely. Least favorite word or sound Adrian?

Adrian: Oh man. Dad in that particular tone of voice that knows that they're just not gonna leave you on its own.

Mark: Tom, your least favorite word or sound?

Tom: Hate.

Mark: Okay Tom, I'm gonna ask you to complete these three sentences. Love is –

Tom: Everywhere.

Mark: Money is –

Tom: Nothing.

Mark: Life is –

Tom: Everything.

Mark: Adrian, love is –

Adrian: A verb.

Mark: Money is –

Adrian: A tool.

Mark: Life is –

Adrian: Community.

Mark: Nice, Tom if God exists, when you get to the pearly gates. What would you like to hear him say or her say?

Tom: Been waiting for you.

Mark: You're late! Adrian, if God exists when you get to the pearly gates. What would you like to hear him say?

Adrian: Welcome home.

Mark: Welcome home, beautiful. Guys thanks for being here, contact mapping. Get it, there's a 30-day free trial. If you're listening to this podcast, its [contactmapping.com/MarkJay](https://contactmapping.com/MarkJay). Folks, so nice for you guys to be here. You heard the key to wealth today. We hope Aloha was on you and it was an open mind. The key to wealth in all areas of life, is through the hearts of other people. Lead with your heart like Tom Chenault. Lead with your heart, like Adrian. You know, just a beautiful thing to see this passing generationally. Spreaded in your community, peace be the journey. Aloha.

Tom: Love you guys.

Adrian: Thank you.

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