

The Secret to the Secrets of Life Success

Ryan Taylor
www.mmhabits.com

The other day I told you I had 4 key secrets to life success that I wanted to share with you. These were the 4 critical things that I discovered about myself and while helping other people succeed.

But while producing the second video, I realized there was a 5th secret that I was completely leaving out. That would make this the secret of the secrets, wouldn't it? :)

There's one thing that I want to be clear about too. There are many qualities, factors and other things that make people become successful. For example...

Identifying and knowing your core values, your ability to visualize success... then there are things that are more concrete like the actual plan you put into place, your strategy, the tactics you use to achieve your goal. So on and so on - you get the point.

These are just the 5 secrets to success that I think are critical to helping you achieve your life's goals and dreams.

So, the last one that kind of popped into my mind was...

Having a Curious Personality

Sounds weird, right? That being curious can help you become successful? There's something about people that are just genuinely curious about how things work or what people do that helps them become successful.

I think this is because of a couple of different reasons.

For one, the being curious is a prerequisite to the process of discovery. In order to have an "ah-ha" moment or stumble upon something that helps you reach your goal, you need to ask questions, have a Sherlock Holmes kind of interest in things, and wonder "how" or "what if."

These things help you learn, discover and uncover things that will help you succeed.

The second reason I believe a curious personality is such a powerful thing is that it allows you to build amazing relationships. And as we discussed earlier, strategic alliances are the fastest way to achieve BIG goals.

When you're curious, you ask questions and you come off as being friendly and interested in what other people have to say. That's an oddity. Most people just like to hear themselves

talk and tell everyone how much they know. But to be the one asking questions and wondering "why" is such a simple thing that can do so much for you.

Not only that, but being curious peels back layers of the onion to help you with a) building relationships and b) discovering more.

How confident would you be if you went to the doctor with a soar throat and he walked in, shinned a light down your throat, scribbled out a prescription and said "try that and see how it goes." He then patted you on the back and left. That's it.

You might think he is an absolutely amazing doctor, but more likely you'd want a second opinion.

Now think about how most doctors are trained. They walk in, and even though you already told the nurse what your problem is, they ask you the same questions. They already know you already told the nurse and it's all written down on the chart, but they ask anyway.

"What's the problem, when did it start, is it getting worse, etc."

But then you think they're trying to buddy up with you as they start asking, "So what do you do these days for work? Any brothers or sisters? Have you gotten a chance to go on vacation lately?"

They're curious about you, but they might find out that you did go on vacation, and then they find out the place you went has really bad pollen this time of year and it could be allergy related. Then they ask you if you went to any good restaurants and how the food was. That's when he finds out you ate a salad and there was a bad E. Coli breakout in that region of the country recently.

See where I'm going with this? By having a strong sense of curiosity you **not only discover so much more, but you build solid relationships with people.** Relationships that can be used as leverage.

Have you ever had an experience with someone that you knew for years, and then one day you found out something about them that you never knew about. You probably thought how in the world you never knew that.

What if you were planning on opening your own restaurant, and one day through normal conversation you found out the coworker you've worked with for years comes from a family of restaurant owners. Their entire family is made up of people that have positions in the restaurant business... one can do the legal work, another is an expert with real estate, another is an equipment distributor.

With one simple conversation, you were able to make a connection that allowed you to set up your entire business quickly, and it will probably be extremely successful now that you have the resources and experience to use as leverage.

These are the kinds of things that **having a curious personality can help you achieve.**

It reminds me of how there are always ways to either save a significant amount of money when purchasing something or to make a lot of money quickly. But people always think, "If this were true, how come everyone doesn't know about it?"

That's because most people don't ask questions! People are sheep and they do what they

are told and what everyone else does. Maybe that's too harsh. Let's just say we are all busy, and we normally don't stop to think and ask questions.

The great thing about this 5th Secret to Life Success is that, unlike some of the others, you can train yourself to become a curious person. This is a skill and personality trait that you can easily develop and can have such a profound impact on your success.

Give it a try and let me know what you think...

By the way, feel free to pass this on to your family or friends. If you think someone can benefit from this, I don't mind if you share this with them.

If you received this document and missed the videos, you can watch them by signing up for my newsletter at www.mmhabits.com . Just be sure to sign up for my newsletter so you can be sure to receive more resources like this that will help you achieve more in life.

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