

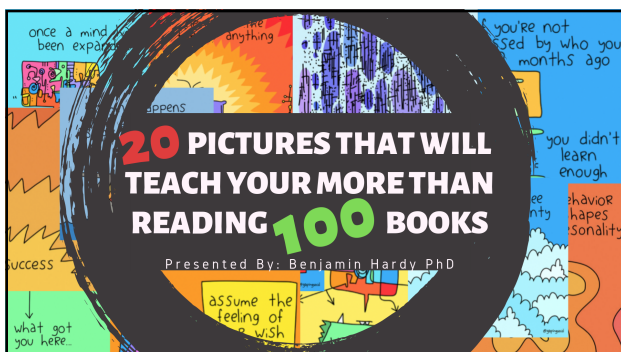


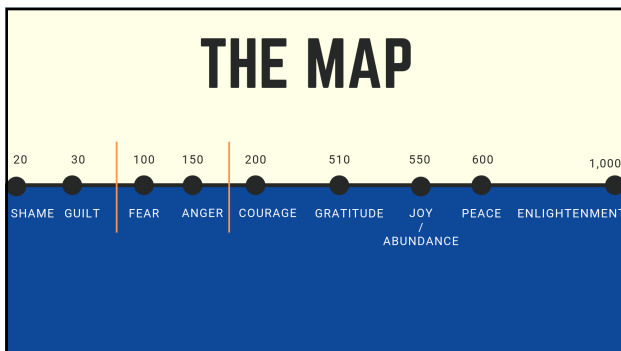
2019 MDRT Top of the Table Annual Meeting e-Handout Material

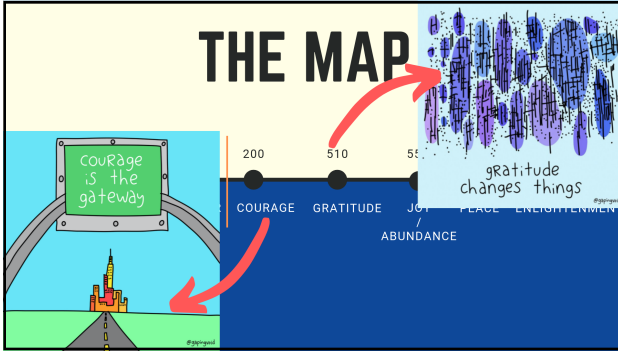
Title:	Personality Isn't Permanent
Speaker:	Dr. Benjamin Hardy
Presentation Date:	Friday September 27, 2019
Presentation Time:	8:30 a.m.-10:00 a.m.
Session Room:	Congressional Ballroom B-C

The Million Dollar Round Table® (MDRT) does not guarantee the accuracy of tax and legal matters and is not liable for errors and omissions. You are urged to check with tax and legal professionals in your state, province or country. MDRT also suggests you consult local insurance and security regulations and your company's compliance department pertaining to the use of any new sales materials with your clients. The information contained in this handout is unedited; errors, omissions and misspellings may exist. Content may be altered during the delivery of this presentation.









What We're Going To Cover

- **PART 1:** Dispelling the Myths of Motivation & Confidence
- **PART 2:** Optimal Routines for Productivity and Success
- **PART 3:** Increasing Your Courage and Creating Your Future
- **PART 4:** Never Getting Stuck **AGAIN!**

BENJAMIN HARDY PHD

What We're Going To Cover

if you're not embarrassed by who you were 12 months ago

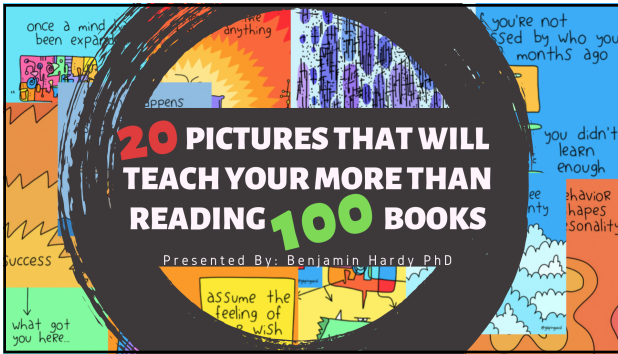
you didn't learn enough

BENJAMIN HARDY PHD

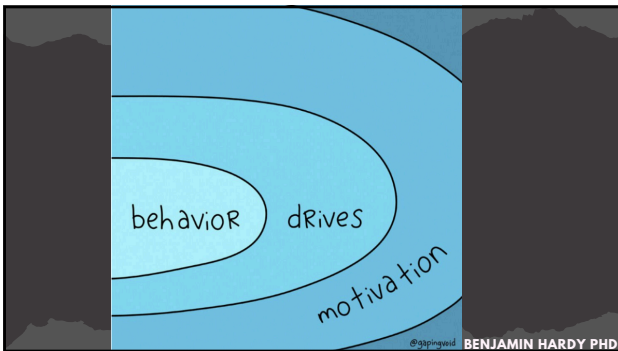




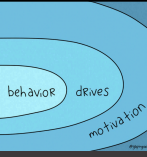






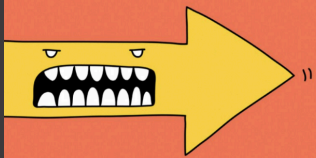


“You’re more likely to act yourself into feeling, than feeling yourself into action.”
— Jerome Bruner, Harvard psychologist



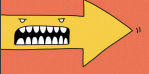
BENJAMIN HARDY PHD

action precedes inspiration

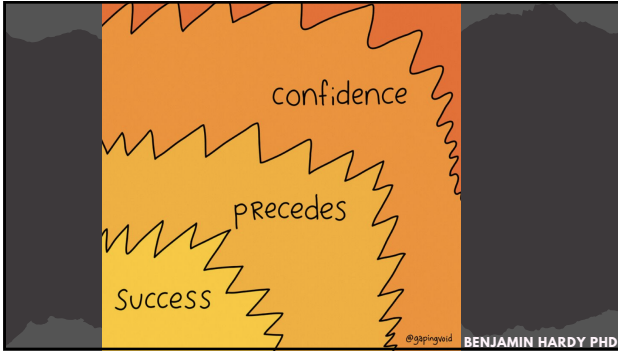


@gprgmtd BENJAMIN HARDY PHD

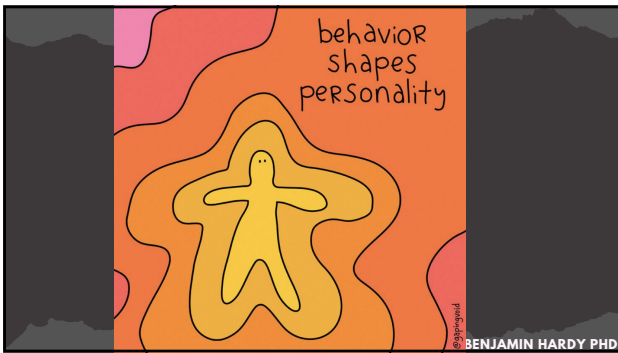
“This is the other secret that real artists know and wannabe writers don’t. When we sit down each day and do our work, power concentrates around us. The Muse takes note of our dedication. She approves.”
— Steven Pressfield



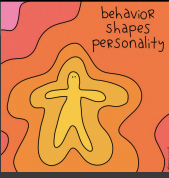
BENJAMIN HARDY PHD







“Human beings are works in progress that mistakenly think they’re finished.”
– Dr. Daniel Gilbert



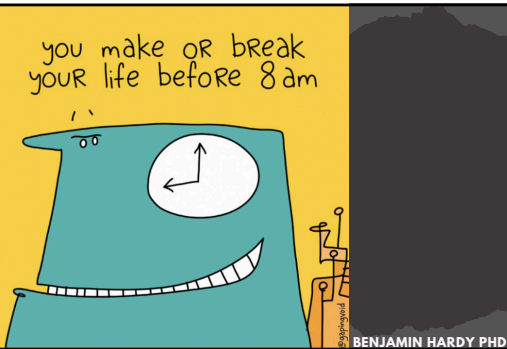
BENJAMIN HARDY PHD

Part #2

Optimal Routines for Productivity and Success

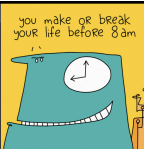
BENJAMIN HARDY PHD

you make OR break your life before 8am



BENJAMIN HARDY PHD

“Lose an hour in the morning, and you will spend all day looking for it.”
 – Richard Whately

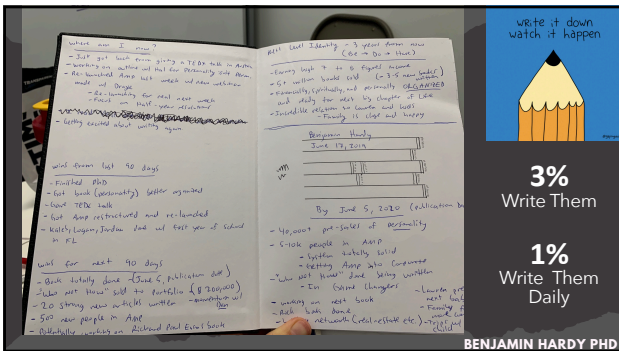


BENJAMIN HARDY PHD

write it down
watch it happen



BENJAMIN HARDY PHD



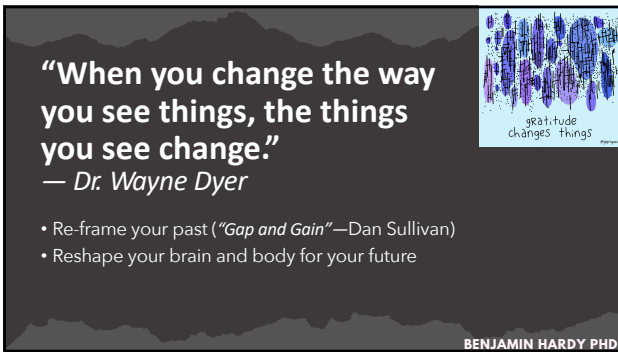
write it down
watch it happen

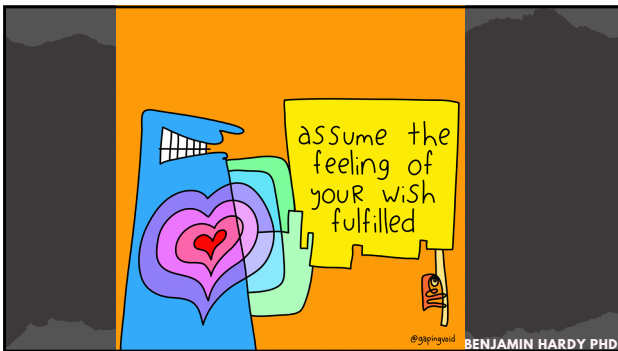
3% Write Them

1% Write Them Daily


BENJAMIN HARDY PHD



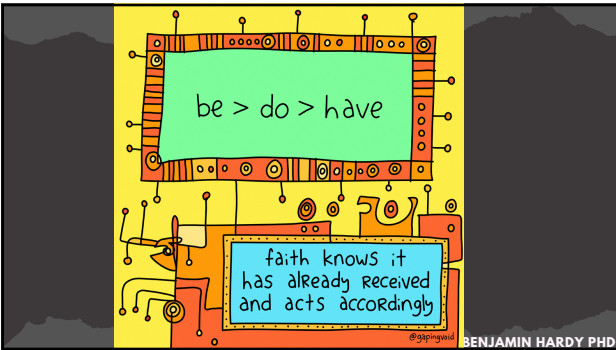




- Visualization and meditation need to be "emotional."
- Your subconscious is accessed through emotions and emotional experiences




BENJAMIN HARDY PHD



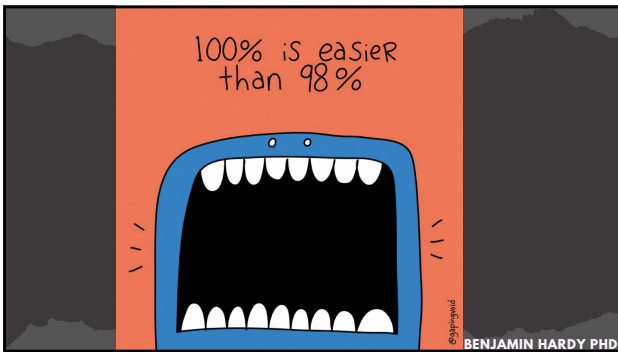
BENJAMIN HARDY PHD

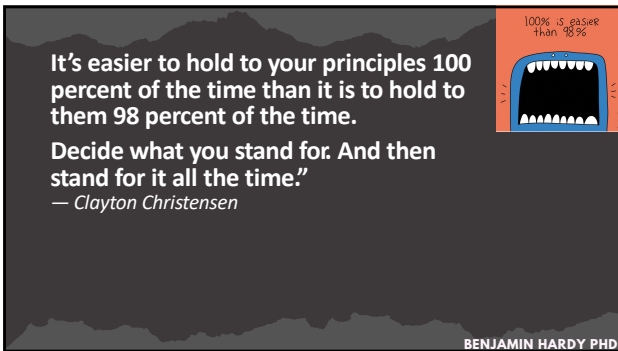
"You've got to be before you can do, and do before you can have."
— Zig Ziglar



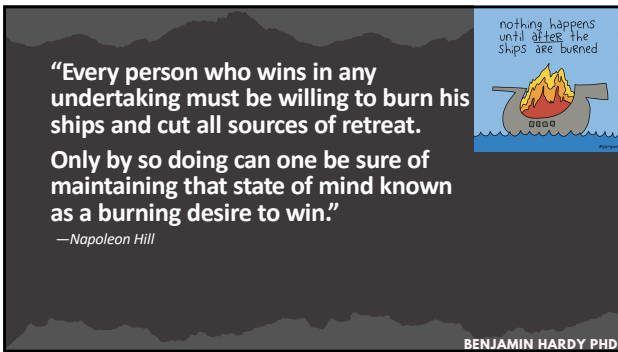
BENJAMIN HARDY PHD












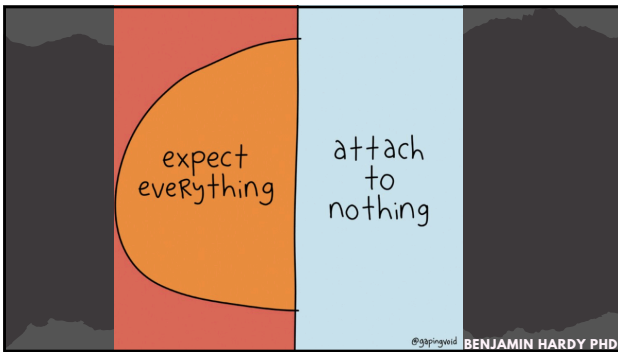


"If there are meaningful choices, there is uncertainty. If there is no choice, there is no uncertainty."
— Dr. Ellen Langer, Harvard psychologist



"To venture causes anxiety, but not to venture is to lose one's self. Anxiety is the dizziness of freedom."
— Søren Kierkegaard

BENJAMIN HARDY PHD

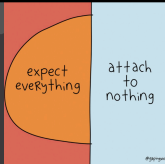


expect everything

attach to nothing

@gapingwid BENJAMIN HARDY PHD

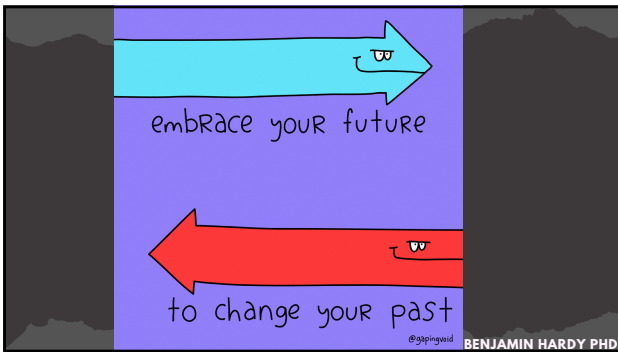
"Expect everything and attach to nothing!"
— Carrie Campbell

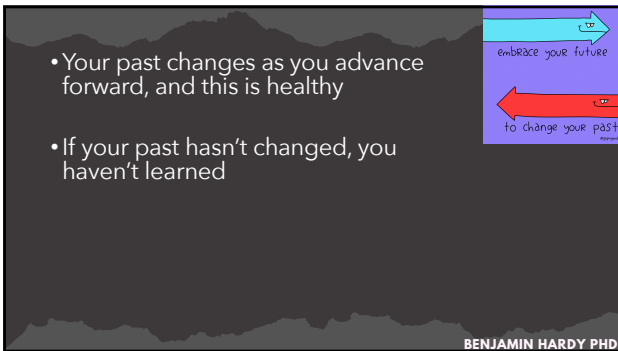


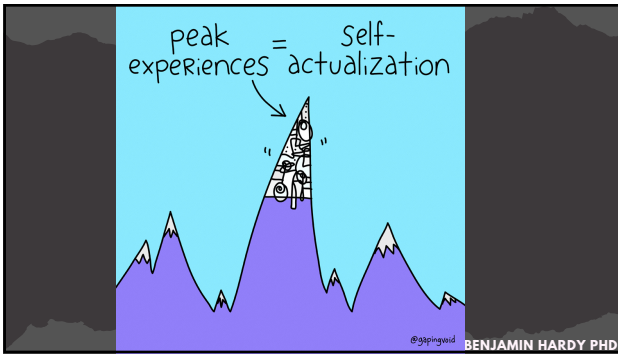
- Emotional attachment to outcomes is the problem
- The biggest "PRO's" have shortest memories

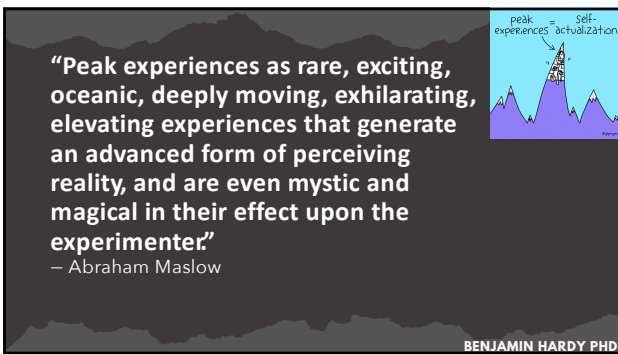
BENJAMIN HARDY PHD

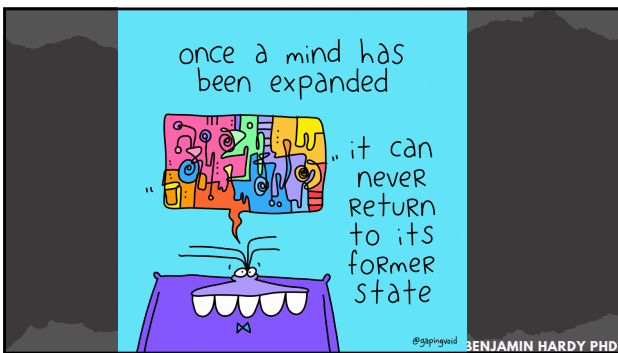













“A mind that is stretched by a new experience can never go back to its old dimensions.”
– Oliver Wendell Holmes, Jr.

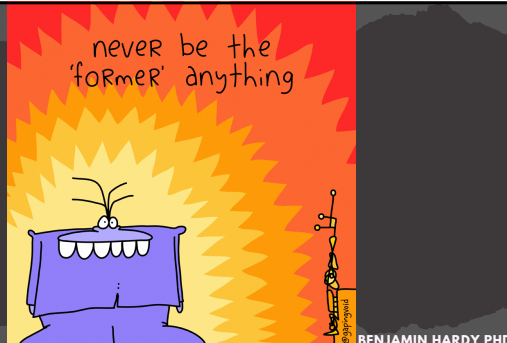
- People become “less open to new experiences”
- Prediction errors are how you learn



once a mind has been expanded it can never return to its former state


BENJAMIN HARDY PHD

never be the 'former' anything



BENJAMIN HARDY PHD

Buzz Aldrin vs. Elon Musk




never be the 'former' anything

BENJAMIN HARDY PHD

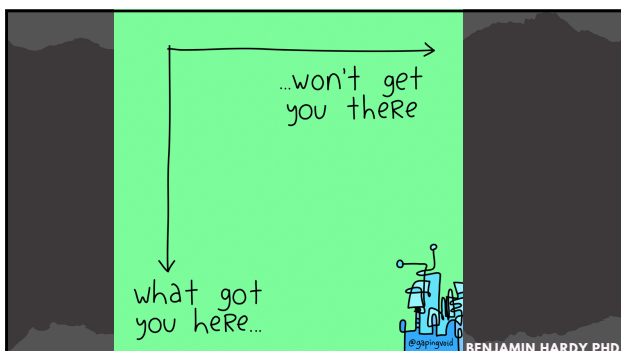


“How can you achieve your 10 year plan in the next 6 months?”
— Peter Thiel

- How much are you learning?
- How different is your life from 12 months ago?
- Measure the gain, not the gap.




BENJAMIN HARDY PHD



“Every next level of your life will demand a different you.”
—Leonardo DiCaprio

“Consistency is the hallmark of the unimaginative.”
—Oscar Wilde




BENJAMIN HARDY PHD

the more you invest
the bigger the
psychological upgrade



@guyinguid BENJAMIN HARDY PHD

“The unconscious will allow us to have only what we believe we deserve. If we have a small view of ourselves, then what we deserve is poverty. And our unconscious will see to it that we have that actuality.”
— Dr. David Hawkins



- Subconscious enhancing experiences
- Acting as and toward your future self

BENJAMIN HARDY PHD

