



SERVE YOUR WAY TO OPPORTUNITIES | EPISODE #8

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HOW TO MONETIZE YOUR GIFT

1. Start with your senses to discover what people are struggling with... what problem are seeing or hearing that can you solve.
2. Do a self audit of what skill comes easy for you and connect that raw skill to problem others are facing.
3. Develop processes to execute on building a business around that skill.

BRENDAN'S FAVORITE BOOKS

- Greatest Salesman in the World- *Og Mandino*
- 1 Minute Millionaire - *Mark Hansen and Mark Victor Hans*
- 10 Pillars of Wealth - *Alex Becker*

BRENDAN'S WORDS OF WISDOM

- Find ways to build a business around your natural abilities...monetize your superpowers
- Serve your way to opportunities
- Build relationship equity through service and kindness
- Make sure you are in alignment with the right people.
- Every person you connect with has something to offer (an idea, opportunity, advice etc). It's up to you to find their value and learn from it.

YOUR NOTES

What were your key takeaways from the conversation?

[illegible]

ACTION STEPS

What things can **YOU START TODAY** to move closer towards your goals?

[illegible]