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The Most Powerful Wealth Building Secret Ever Told!

An open letter to ...

**Business Owners, Entrepreneurs
Would-be Entrepreneurs & Serious Opportunity Seekers!**

My Dear Friend:

I do hope you will forgive me for what may appear to be a very personal greeting on an electronically reproduced letter, but ... as phony as it may sound ... I do consider you to be a friend.

Why? – Because you, like me, have that very rare entrepreneurial spirit that built this great nation. – You are a seeker of opportunity ... with all its risks and potential rewards. – All you want, or need, is a way to make your dreams come true ... not a handout.

As we proceed, I will explain in some detail why I consider you to be a friend and teach you how to "guarantee" your success in any business ... the exact same way every successful business person in the world has done it (even me).

By the way, you may not know it but ... simply because you are reading this letter ... you are well above the average person. Since less than three percent (that's right, 3%) of the population of this country are interested in being anything more than wage earners, you and I are more different from them than you may have imagined.

If you don't believe it ...

Try talking to your friends and family about making money in a business of your own (even part time). The odds are 97 to 3 they'll tell you, "You'll never do it. Just forget it and get a job." - or - worse yet, they'll just nod; then go off telling everyone about your "foolishness."

As a matter of fact, even though I have been in business for myself for nearly 50 years (man and boy), my Mother on occasion still asks my wife ... "When is Jim going to get a real job??" – And, over the years, Mom has asked me a thousand times (or more), "Who pays you??" (You know. Don't you?)

Wage earners, like my Mom and Dad, are the kind of people who keep the wheels rolling in our economy. – Doing their jobs. Paying their bills. Rearing children with a strong work ethic. Contributing their efforts to the community. Building a future for themselves. – Without people like them, there would be no American dream. They are "successful" people in their way.

You and I are different from them. We are the foundation upon which the American dream is built. – Without people like us, there wouldn't be any jobs for the wage earners.

If you doubt it, trace back the history of every major company in this country today. In the beginning, at the founding of each of those companies, there was an "entrepreneur" just like you and me ... an "opportunity seeker" who turned his, or her, dream into a reality.

Whether you believe it (yet) or not, you are more like Henry Ford, J.C. Penney, J.P. Morgan, John D. Rockefeller, Joseph Kennedy, Howard Hughes, Sam Walton, Ted Turner, Donald Trump, and, yes, Bill Gates (and even me), than you can imagine.

No matter where they started, what kind of family they came from, how much (or how little) money they had to begin with, or what field of endeavor inspired their imagination, each and every mega-successful person started as an "opportunity seeker" ... seeking an opportunity to make their dreams a reality. (Just like you.)

As an example, return with me now to the yesteryears of my youth ...

My business career actually began about the time I had learned to read well enough to understand the classified ads that appeared in the back of comic books. – It wasn't long before I was selling ... door to door ... just about anything I could find in those ads (as long as it didn't cost any money to get started).

Walking about a mile into town on Saturday mornings ... when there weren't any farm chores to be done ... with my box of samples and order forms on a strap over my shoulder, I would go from door to door hawking my wares. Everything

from "CloverLeaf" salve and Greeting Cards to "Grit" newspapers. Later I sold and delivered the weekly editions of "TV Guide" when it first appeared - and - for about 5 years I sold and delivered the early morning "Wichita Eagle Beacon" newspaper to about 200 daily subscribers (in a town with just 1,000 population).

Hey ... I'd be willing to bet some of you have done much the same. - If you have, you also know that, although the money was a good incentive, the independence was far more important. The money just made the independence possible.

With the money I made, I bought a "Cushman" motor scooter when I was 14 years old to deliver my paper route, drive myself to school and go just about anywhere I wanted. I also had my own checking account in the local bank from which I could write checks for anything I needed or wanted. - That was "independence."

One of the great advantages of having my own money was that I was able to buy almost every book, booklet, report, plan or scheme I could find that offered a way to make money (I still have some of them in my personal archives). But, even back then, too many of those information products left more questions in my mind than they answered ... especially in a mind that was still immature and not yet knowledgeable of the ways of business or life.

Fortunately, the subscribers on my early morning paper route included a rich oil baron, a couple Ma & Pa grocery store owners, a couple stock investors and a variety of people who owned businesses involved in wholesale, retail, manufacturing, direct sales and a variety of local service businesses.

Since those people knew me from my delivering their newspaper ... as well as selling them all kind of other products over the years ... they were more than willing to share with me their knowledge and experiences regarding any money making endeavor I read about, explain what was meant by some of the methodologies and concepts I didn't understand, or introduce me to someone else who might assist me.

As a matter of fact, one of those successful people was responsible for one of the biggest deals of my young life.

I had come across a small warehouse filled with excess (new) machine parts ... gears, screws, bolts, fasteners of all kinds, etc. - Not knowing what to do with it, I telephoned one of my newspaper route customers. He didn't

know either but he put me in contact with a man he knew who "might" know. That man gave me the name and personal telephone number of a man who used those items. - A deal was made and I earned a big fee - \$200; big for a kid back then anyway.

Another time, one of my newspaper route customers called me to ask if I knew anyone who might be interested in buying a piece of his action in an oil drilling program. - I gave him the name and phone number of one of the "stock investors" on my paper route. The stock investor, in turn, put him in touch with another party who bought into the deal. - They all made money.

Did I make any money on the deal? - NO! Nor should I have.

If I had called the stock investor, got a recommendation from him, followed up on the lead and, finally, introduced an interested third party directly to my paper route customer, I would have been entitled to a fee. - Having only given my customer the name and phone number of someone who "might" know someone, I wasn't entitled to a fee of any kind. - But ...

Even though I was only a teenager at the time, I did get an invitation to the next grown-up party thrown by my paper route customer. That, in turn, gave me an introduction to other wealthy people who got to know who I was.

"It is one of the most beautiful compensations of this life that no man can sincerely try to help another without helping himself." - Ralph Waldo Emerson

That's the way "real" business people have always made their fortunes ... even me and the now legendary Internet gurus who have made so much money.

Back when I was young and super-active in business ... building my empire ... I kept a small spiral notebook with alphabetical dividers. In that notebook I kept the names, addresses, telephone numbers and pertinent information about people I knew in business, the professions, and service industries.

Although I knew a lot of business people from all industries and walks of life, the only ones I added to my notebook were those who were actively "doing something" to better their way of life and were willing to share their experiences with me.

I'd be willing to bet that Henry Ford, J.C. Penney, J.P. Morgan, John D. Rockefeller, Joseph Kennedy, Howard Hughes, Ted Turner, Donald Trump, and even Bill Gates have had notebooks similar to mine. – I know for a fact that Sam Walton (Wal-Mart) had one because I was in it and he was in mine.

Each person had a full page in my notebook with information about how I had come to know them; when and what I had done for, or with, them (if anything); what they had to offer; what they might need; anything and everything I learned about them (updated every time I learned something new).

I even had pages filled with other accommodating "opportunity seekers" like me who were "doing something" to accomplish their goals and were willing to share their life experiences with me. – Why? – Because everyone knows somebody - and - statistically, in this country, you are only 3 people away from anyone else in this country. – That means that someone you know knows someone who knows someone who knows whoever you want to know.

NOTE: Please notice that I underlined the word accommodating in the last paragraph. I did not include wannabes who were only looking for a free lunch; after everything and anything they could get without giving, or at least offering, anything in return.

That notebook was the foundation upon which I built fortune after fortune in business after business over the past 50+ years.

Any time, over the years, when I was faced with a business method or concept I didn't fully understand; or needed to find someone to accomplish a specific task, I would turn to my notebook and ask those people who might know ... "How does this work?" ... "How do I do this?" ... "Where can I find this?" ... "Have you ever had dealings with this guy?" ... "Could you check this out for me?" ... "Do you know anyone who can do this?" – At the same time, I was always available to respond to the same kind of inquiries from them.

"If there is something to gain and nothing to lose by asking - by all means ask!" - W. Clement Stone

Some of those people who were included in my notebook when they were but beginning "opportunity seekers" are now internationally known, recognizable leaders in the business communities of the world in a wide variety of endeavors. – They still know me and we are always willing to freely share what we know with each other.

Unfortunately, at my age, far too many older pages have been removed from my notebook - but - as nature intended, those older pages are being replaced with pages filled with the bright, shining new arrivals on the business scene. (Believe it or not, you might even be in my notebook already ... if you have been doing something to accomplish your business goals and have shown a willingness to share your life experiences with me.)

Now, I believe, you have some idea why I can assume that you are a friend ... a kindred spirit ... my counterpart ... a fellow traveler on the same road.

You may not realize it but, no matter where you are in your business career ... beginning opportunity seeker, small business owner, involved in a profession, a service provider, or whatever ... you have something to offer to your fellow travelers besides the products or services you sell. The only condition upon your acceptance into the real life association of fellow business travelers is your willingness to share your life experiences freely with them; no matter how limited you might think your experiences to be.

You have, no doubt, heard the oft repeated adage ...

"It's not what you know but, rather, who you know that counts."

True - but - it is less than half the truth. - The whole truth is ...

Your success in business and life is equally dependent upon "what you know," "who you know" and "who knows you" but far more importantly, "your willingness to share with your fellow travelers."

Imagine building your business from what it is today into a multi-million dollar operation.

Hey ... even if you don't want a multi-million dollar operation, how about a few hundred thousand dollars per year, or just a very comfortable living, from a successful business of your own?

Then again, maybe you have a good job and all you want is a little sideline business to give yourself some of the finer things in life.

No matter what business you're in; what products or services you produce or sell; or how you want to measure your success in business, you can guarantee your success for

yourself by sharing with your fellow travelers "what you know," "who you know" and "who knows you."

It's really easier than you might think.

To get started, look around you.

Who do you associate with?

Are they other opportunity seekers, small business people, and entrepreneurs who are actually doing something in business?

Remember what I told you at the beginning of this letter ... Try talking to your friends and family about making money in a business of your own (even part time). The odds are 97 to 3 they'll tell you, "You'll never do it. Just forget it and get a job." - or - worse yet, they'll just nod; then go off telling everyone about your "foolishness."

"Keep away from people who try to belittle your ambitions. Small people always do that, but the really great make you feel that you, too, can become great." - Mark Twain

If the people you associate with have belittled your ambitions or the ambitions of other "opportunity seekers" ... or they are constantly whining, crying and complaining about not making any money and have all kinds of excuses why they can't succeed ... you need to realign yourself with people like yourself; people who understand the risks and rewards associated with all opportunities.

Find those people. Get to know them. Let them get to know you. - Share your life experiences with them. Let them share their life experiences with you.

By the way, unfortunately, you will run into some people who will refuse to give you any opportunity to share with them. - Pity them. - They are the business people who will only associate with other people who can do something "for" them. If you have nothing to offer them; other than your money, they really don't want to know you.

"You can easily judge the character of a man by how he treats those who can do nothing for him." - James D. Miles

As you begin to associate with other people like yourself, create your own notebook of contacts; people you know ... professionals and service providers you have used, information providers who have contributed to your on-going education in business, sources of the products and services

necessary to your business ... and, more importantly people who know you ... business people and other "opportunity seekers" with whom you share common interests, goals and ambitions ... BUT only if each of those people are the kind of people who are "doing something" to achieve their goals and will willingly share their experiences and knowledge with you. (I had to do it with paper and pencil. You can set up your notebook on any of the new electronic gadgets you may have.)

Keep copious notes (that means a ho'bunch of notes) about the people in your notebook. - When you need to know about something or someone; or want to find someone to do something you need done, ASK the people in your notebook. Keep in contact with the people who know you ... call them every once in a while just to find out how things are going with them and share your recent experiences ... send them a birthday card if you know their birthday ... send them holiday greeting cards ... draw them into your circle of influence - AND - always be ready and willing to share what you know, and who you know, with them. - Never be intrusive. Be as respectful of their time as you would want them to be of your time.

"Ask a question and you're a fool for three minutes; do not ask a question and you're a fool for the rest of your life." - Chinese Proverb

When I kept my notebook on paper, I also created a cross reference of the people in the book with key words identifying their specialties; or whatever. Today, with all the electronic gadgets, all you'll need to know is how to do a "search" or "find" to locate your contacts by the key words associated with each of them.

Although this letter will be distributed on the Internet, DO NOT limit your business scope to only those people involved in Internet commerce.

One of the people included in my current notebook is a young man who owns a small, local Dry Cleaning business. As far as I know, he doesn't even own a computer - but - the first time I met him, he shared some information with me and asked me for my opinion. Little did he know he had just taken one of the first steps to becoming rich. - Last time I spoke with him, he revealed that he will soon be opening another Dry Cleaning business across town.

Your goal is to associate with People Like Yourself ... people who are "doing something" to achieve their goals. - Get to know them. Let them get to know you. - Keep track of them by writing everything you know about them in your notebook.

Right now, I can just about hear some smarty-pants reading this saying, "I don't need to keep a notebook. I can remember the people I need to remember."

Just goes to prove what I have often said, "Most people don't succeed simply because they won't take the time to do the little things that would make their success possible." - My grandson says they have too many ants in their pants ... moving around a lot but never getting anywhere.

**"Show me a man who cannot bother to do little things
and I'll show you a man who cannot be trusted to
do big things." - Lawrence D. Bell**

When putting people in your notebook, take care not to include those people who have ants in their pants. If they aren't doing the things they need to do to make their success possible, they won't be much use to you; nor you to them. - Your goal is to associate with people like yourself ... people who "do" things instead of just dreaming and talking about it.

A good example of what I am talking about is the "Alcoholics Anonymous" organization.

Members of "Alcoholics Anonymous" ... recovering alcoholics ... DO NOT go into bars in an attempt to stay sober. They associate with other people like themselves ... people who are staying sober one day at a time.

There may be people in the bars who talk to other drunks about, and even dream about, getting sober but, until they actually do it, it would be less than useless for a recovering alcoholic to associate with them. It may even be counterproductive in that the recovering alcoholic may be lured back into the world of only talking and dreaming about being sober.

It is the same way in the business community.

Needless to say, there are millions of people who are forever talking and dreaming about having a business of their own; earning additional money for the finer things in life - but - doing nothing of substance to make it happen. Until they are doing it, it would be less than useless for you to include them in your notebook. - It may even be counterproductive in that you may be lured back into their negative world of self-defeatism ... whining, crying and complaining about not making any money with all kinds of excuses why they can't succeed.

"The men who try to do something and fail are infinitely better than those who try to do nothing and succeed." - Lloyd Jones

Your notebook is NOT a customer list or a directory of people you do business with on a regular basis.

Although some of your customers or suppliers ... as have mine ... will end-up being in your notebook, your notebook should be "people you know" and "people who know you" by personal contact and association ... people with whom you share common interests, goals and ambitions ... people you can call upon, and rely upon, when you need them - and - in return, those people can expect the same considerations from you.

Have you ever heard of the "Master Mind" concept?

Napoleon Hill, in "The Law of Success," explains it this way ...

"A Master Mind may be created through the bringing together or blending, in a spirit of perfect harmony, of two or more minds. Out of this harmonious blending the minds create a third mind which may be appropriated and used by one or all of the individual minds. This Master Mind will remain available as long as the friendly, harmonious alliance between the individual minds exists. It will disintegrate and all evidence of its former existence will disappear the moment the friendly alliance is broken."

NOTE: Although Napoleon Hill is credited with the Master Mind concept, it actually pre-dates his writings by about 2,000 years:

"For where two or three are gathered together in my name, there am I in the midst of them." - Matthew 18:20

Anytime you have a conversation with, or correspond with, a person in your notebook with whom you share common interests, goals and ambitions, in a spirit of perfect harmony, you WILL create a third mind between you ... a "Master Mind" ... a mind upon which you may both call for insights neither of you may have even known existed.

That is ...

The Most Powerful Wealth Building Secret Ever Told!

Without the Master Mind, there is no success ... even for those people who do not know about, or accept, the Master Mind concept.

As a matter of fact, the reason I wrote this article to begin with is because of a dear friend of mine. He is a successful, wealthy man - but - in a conversation with him a couple months before this was written, when I mentioned the Master Mind concept, his response almost floored me. He said ...

"I don't believe in that hocus-pocus."

When I explained to him the "real" Master Mind, he readily admitted that it was the personal contacts he had cultured over the years that had allowed him to make his fortunes in a number of businesses (as have mine).

In his words ...

"I always thought that Master Mind stuff had something to do with metaphysical, psychological motivation."

It seems almost everyone, even those who espouse the use of the Master Mind, are locked into the metaphysical, psychological motivation concept ... ignoring the physical application that actually guarantees your success in business and life (as explained in this report).

Just imagine you are faced with a major dilemma in your business. The situation seems to be "do or die" but you don't know whether you should "do" or "die" or find an alternative.

Wouldn't it be wonderful to be able to pick up the telephone and call someone who has either faced the same dilemma, or knows someone who has. - The "real life" experiences shared with you would be worth far more than anything you could read in a book.

**"None of us has gotten where we are solely by pulling ourselves up from our own bootstraps.
We got here because somebody bent down and helped us."
- U.S. Supreme Court Justice Thurgood Marshall**

Then again, what if you were thinking about getting involved in a new venture you had just read about. The opportunity sounded exceptional but the promoter offering the opportunity only talked of the benefits and rewards.

Knowing that ALL opportunities have inherent "risks" associated with the possible "rewards," you pick up the telephone again and begin asking the people you know ... "Have you ever been involved in a venture like this?" - or - "Do you know anyone who has ever been involved in a venture like this?"

What you learn may save you from losing your shirt - or - you may learn that the "rewards" in that venture far outweigh the "risks" - AND - you will be able to go into that venture with prior knowledge of those risks (risks you didn't know about before you ASKed).

Or, what if one of the people you know telephones you to ASK, "Do you know anyone who might be interested in buying a boxcar full of new, excess widgets?"

You may have to answer, "I don't know" - but - an honest answer from you; even it is "I don't know," is far more valuable than gold.

On the other hand, you "might" know someone who "might" know someone who may be interested.

In that case, you have the option of either freely giving that name and telephone number to the person you know - or - telling them, "I might know someone. Let me check it out and get back to you." - If your search comes up with a "real" potential buyer, you can negotiate a fee with the person you know and earn a Finder's Fee for the introduction.

Then again, if your search doesn't come up with a possible buyer, you will pay the person you know the courtesy of calling back to say you couldn't find anyone.

That kind of personal, one-on-one interaction is how real fortunes have been made for all recorded business history and are still being made today by those of us who align ourselves with other business people and opportunity seekers like ourselves.

"Man is a special being, and if left to himself, in an isolated condition, would be one of the weakest creatures; but associated with his kind, he works wonders."

- Daniel Webster

Wouldn't it be wonderful if you had a notebook of your very own filled with the names, address, telephone numbers, email addresses, and pertinent details about people with whom you share common interests, goals and ambitions ... people who not only shared your interests, goals and ambitions but were willing to share their life experiences with you.

What are you waiting for??

Start building your own Master Mind Notebook, today. Fill it with kindred spirits ... people like yourself who

are "doing something" to accomplish their goals with full knowledge of the risks and potential rewards inherent in the opportunities you pursue.

But ... but ... but ... where do you find those people?

They are everywhere. In every business (small or large) in the world; in every store, shop or business establishment you frequent, and on every business discussion board on the Internet.

Remember the young man who owns a small, local Dry Cleaning business that I have added to my personal Master Mind Notebook. The very first time I met him, he shared some information about an Advertising idea he had with me and asked me for my opinion. – That's how I met him.

Over the years, I have used the very same technique in order to find those people with whom I could build a rapport. – I have shared some my own ideas with other business people and asked for their opinions. – If those people responded by offering to share their life experiences with me, we were soon in each other's notebooks.

Better than 40 years ago, I shared one of my ideas with a man I happened to sit next to on an airplane.

We were both headed for Chicago and struck up a casual conversation. When he asked what I was going to do in Chicago, I shared with him the opportunity I was pursuing at the time. Since he appeared to be a businessman, I asked him what he thought of my idea. – Although he admitted that the idea was outside his personal knowledge, he encouraged me to try it anyway, because, in his words, "The worst that can happen is they'll say 'no.'" (Which they ultimately did.)

Before we got off the plane in Chicago, we exchanged business cards and went our separate ways.

A couple weeks later, the man I had met on the plane telephoned me to ask what had happened with my idea. – After I explained to him that my idea had been rejected, he told me he had asked one of his friends about my idea and his friend thought it might work in a little different way. He shared that man's name and telephone number with me. – The idea didn't work even then but, over the next 10 years; until his death, he and I called each other frequently to share ideas with each other. (Little did I know, until years after his death, that he was, at the time I met him on that plane ride, one of the wealthiest men in Chicago.)

Beyond that serendipitous encounter, in a number of instances, I have read a book, booklet, report or article that paralleled my own thoughts, opinions or experiences.

After reading those writings, I have written to the authors "Thanking" them for sharing their insights and offering some of my own thoughts on the same subject. – In most cases, the authors didn't respond – but – in cases where they did respond, by and large, they in turn shared their further experiences with me ... some (not all) of them ended up in my Master Mind Notebook and I in their's.

You never know where, or when, you will meet other "business people" or "opportunity seekers" with whom you may share common interests, goals and ambitions ... kindred spirits ... your counterparts ... fellow travelers on the same road.

Get to know them. Let them get to know you. – Share your life experiences with them. Let them share their life experiences with you.

BUT – be forewarned, if you are unwilling to share with them ... openly, honestly, freely ... you can expect nothing in return from them. – In the words of Napoleon Hill ...

"This Master Mind will remain available as long as the friendly, harmonious alliance between the individual minds exists. It will disintegrate and all evidence of its former existence will disappear the moment the friendly alliance is broken."

There you have it ...

The Most Powerful Wealth Building Secret Ever Told!

Please use it wisely and pass it on to those who, like yourself, are seekers of opportunity ... with all the inherent risks and potential rewards.

Keep well.

A handwritten signature in black ink, appearing to read "J.F. Straw". The signature is stylized with a large, looping initial "J" and a long, sweeping underline.

J.F. (Jim) STRAW
A Fellow Traveler

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The Inside Secret of ...

The Master Mind

My Daddy once told me, "There are no secrets in this old world, just things you don't happen to know, yet." — So ...

What I am about to tell you is only a "secret" ... like my "most powerful secret" ... because you don't happen to know about it; until now - but - I will continue to use the word "secret" for what I am about to tell you; for lack of a better word.

In "The Most Powerful Wealth Building Secret Ever Told!" when I told you about my personal use of the "Master Mind" in the building of my businesses ... I wrote:

Napoleon Hill, in "The Law of Success," explains it this way ...

"A Master Mind may be created through the bringing together or blending, in a spirit of perfect harmony, of two or more minds. Out of this harmonious blending the minds create a third mind which may be appropriated and used by one or all of the individual minds. This Master Mind will remain available as long as the friendly, harmonious alliance between the individual minds exists. It will disintegrate and all evidence of its former existence will disappear the moment the friendly alliance is broken."

NOTE: Although Napoleon Hill is credited with the Master Mind concept, it actually pre-dates his writings by about 2,000 years:

"For where two or three are gathered together in my name, there am I in the midst of them." - Matthew 18:20

Within those two writings is an even greater secret.

NOTE: You have my permission to freely give copies of this report to your friends and associates; or anyone else you think may benefit from it ... with the stipulation that you must provide it in its entirety without additions or deletions.

"What you keep to yourself you lose, what you give away, you keep forever." — Axel Munthe

Although that secret should be obvious to anyone reading it, the secret seems to be overlooked by those who both teach and practice the Master Mind methodology.

Observe ...

There is no such thing as a Master Mind “group” and there never can be.

What?

I know. I know. — Almost everyone who teaches or practices the Master Mind method espouses the joining together in “groups” in order to generate, and benefit from, a Master Mind - but - it CAN NOT happen.

Why?

Although Napoleon Hill says “two or more” minds can create a Master Mind, the much earlier writing limits the affect to “two or three” only.

There is a reason for the limitation on the number of people who can generate and benefit from a Master Mind ... the reason, in fact, why there can never be a Master Mind “group.”

Have you ever been involved in any “group” activities ... in school, church, Chamber of Commerce, lodge, fraternity, sorority, sports, or whatever? — I’m pretty sure you have.

When you have participated in those “groups,” have ALL of the people in that “group” shared “perfect harmony” with each and every other member of that “group?”

If you answered “Yes,” you need to be more observant.

Any time you are in a “group” of more than three people, there is always at least one person who is NOT in “perfect harmony” with the “group” ... or NOT in “perfect harmony” with some other member of the “group.” — When that is happening, the Master Mind can never manifest itself.

As Napoleon Hill said ...

“This Master Mind will remain available as long as the friendly, harmonious alliance between the individual minds exists.”

Go ahead! Try to get more than three people to be in “perfect harmony” ... anywhere at any given time., about anything It just doesn’t happen.

When even one mind in a “group” isn’t in “perfect harmony” with the others, a Master Mind can not be generated. — That’s why ...

There is no such thing as a Master Mind “group” and there never can be.

By your personal, one-on-one interaction between yourself and only one other person (or at the most, two other people) at a time will you be able to generate, and benefit, from the Master Mind created between you. — Each alliance between yourself and one or two other people will open the doorways to your future successes and generate multiple Master Minds for your mutual benefit.

You now know a “secret” that seems to have been overlooked by most of the Master Mind scholars.

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Never, ever quit learning!

In order to make your dreams a reality and achieve your goals and ambitions you must continue to learn to do business in all its forms and manifestations.

“If you want to be a master, study what the masters have done before you. Learn to do what they have done and have the guts to do it - and you will be a master, too.” — Joseph J. Charbonneau

Remember, “what you know” is a vital element to your success. So, keep learning so you will have something to share with those who know you.

Unfortunately, the vast majority of “opportunity seeker” limit the scope of their learning to only one subject and related information. That is a wise move in some ways - but - it also limits your growth and expansion potential.

By adopting and adapting business applications and techniques from other businesses, you have an opportunity to become really successful in any business you choose.

As an example from my own life experience: Many, many years ago, I read about a marketing technique that was very commonplace in another industry. — I thought little of it until, late one night, I was hit by a bolt of idea-lightening ... “why not adopt and adapt that marketing idea to my business.”

Guess what? — After I adapted the marketing idea and put it into practice, my business nearly doubled. I was applauded by my contemporaries as having revolutionized the industry when, in fact, all I had done was taken a marketing method that was very commonplace in another industry and applied it to my business.

**“Whoever admits that he is too busy to improve his methods has acknowledged himself to be at the end of his rope. And that is always the saddest predicament which anyone can get into.”
— J. Ogden Armour**



en'tre-pre-neur' —
One who assumes
the risk and the
management of
business;
enterpriser;
impresario...

J.F. (Jim) STRAW

Although he is not yet listed in Webster's Dictionary under the definition of "entrepreneur"...J.F. (Jim) Straw is recognized as one of the nation's top entrepreneurs.

The eldest son of a farmer / aircraft worker, born in Oklahoma and reared on farms in Oklahoma, Missouri, and Kansas, Straw began his long, successful career in business at the age of nine; when he sold his first cans of Cloverleaf Salve and copies of "GRIT" newspaper. Even at that early age, he had the unique talent of recognizing an opportunity, implementing a plan, and making a profit.

Straw's career has progressed through direct selling, service contracting, wholesale merchandising, entertainment (he was a professional Trumpet player, vocalist & Radio Announcer), freight forwarding, import/export, retail merchandising, warehousing, real estate, electronics manufacturing, finder's fees, closeout merchandising, financial brokerage, business consulting, steel fabrication, mining, banking, mailorder, writing, and publishing,.

Over the past 30 years, J.F. Straw has written well over 300 books, booklets, manuals, reports, courses and articles about doing business – all based on his own personal, hands-on experience. His writings are "specific" methods, techniques and approaches to doing business that anyone can use to start or expand their business.

As a mailorder marketer...with over 700,000 customers worldwide...Straw has sold over Two Hundred & Fifty Million Dollars (\$250,000,000) worth of products and services by mail. Everything from Beauty Supplies to Heavy Equipment...Burglar Alarms to Sleeping Bags...Fishing Lures to Women's Wigs...Automobiles to Wheelchairs...Investment Opportunities to Seafood...Consulting Services to "How To" Courses...all by mailorder.

Today, he is making a new fortune on the Internet as an Affiliate Marketer.