

# 8-9-20--How Do You Learn--Full

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## SUMMARY KEYWORDS

learn, roomba, business, learner, stepwise, stepwise approach, information, vacuum, teach, absorb, coach, tar heel, room, circle, figure, give, talked, digest, coaching, focusing



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Hi, everyone, welcome to another episode of legendary leaders. So yesterday I talked about your communication style. And I talked about the fact that I'm clear and direct. And I'm very straightforward. I shoot you straight. Because I want you to be successful. And if I can shoot you straight and get you on the right path a little faster than man, you're gonna have this business results even faster than what you expected. And I love that right. I think the next question that I want you to be thinking about and your challenge for today, is to be able to answer the question about how you like to learn. Right? How do you like to learn? Because as business leaders at any level, we are learners, we have to constantly absorb information, assimilate information, make decisions with that information. You know, especially if you're an entrepreneur, you have to do several things you have to take in information to be able to impact your business today. You also have to be able to take in information to figure out the vision in the path and where you're going in the future. So there's a lot of things that we have to learn articles that we read, podcasts that we listen to, you know, circles that we create, so that we can encourage and learn from each other tons of things that we do to learn. If you're in business, you're constantly learning. If you're not learning in business, then your business isn't growing, right? It goes hand in hand. And so my challenge for you today is I want you to think about how you like to learn.



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For me,



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I do a stepwise training in case you haven't figured that out. If you could go back and look at all these podcasts. I try to do a step 1234, right. I try to organize things in order. Matter of fact, pretty much anything that I teach you, either on this podcast or if you're a client of mine, I walk you through a stepwise process for most anything that we're doing together. Okay? Whether you are in a startup phase, you're in a growth phase, you're in, you know, a stable phase of your business or mature phase. It doesn't Matter of which of the four phases that you're in, right now, based on where you are, I'm going to teach you tools and strategies to move yourself to the next level or even take your business to the next level, even if you're mature, right? Because mature if you're not careful your business to clients, so it doesn't matter in what phase you're in. I'm here to help give you the strategies you need to make your business the strongest that you can make it and so that said, I teach in a stepwise fashion. There are some people that don't like to learn in that capacity. They struggle with that they like to, you know, do a little bit over here and a little bit over there and they bounce around and then somehow, miraculously, everything gets done. So it's like the Roomba learners, right, if you've got a Roomba that goes in vacuums around your house, you can tell that they don't go in a straight line. They do this random pattern throughout your room, but somehow at the end of the day, they have vacuumed every part of that room, and they've they've accomplished their task. And it seems to have been a pretty good algorithm. For whatever the programming is for that, that, you know, robotic vacuum, because they tend to do it in the fastest amount of time and hit the appropriate spots. That's what they say, right? So are you a Roomba learner? Do you bounce all around the room? And you eventually all get it done? Or you get it all done? Or do you like a stepwise approach? And then even then, even between the two, do you need to sit and digest that information for a period of time? Or do you take the learnings and immediately react and apply and move forward? Those are things that you need to know about yourself. And the reason why I'm bringing it up is because if you are looking for a coach or a new circle, or whatever, it doesn't even matter, right? If you're looking to learn in your business in your career, if you're focused on learning something new right now, it doesn't matter what it is something big, though, I'm not talking about just Oh, were you know, this customer said this today? That's pretty interesting. Is that learning Yes, absolutely. That's learning. And you need to learn that because we've got to take care of our customers. But what I'm talking about is, maybe you're learning about the changes in the business environment, and you want to pivot and do something different in your business, okay? Something, something pretty big, you're learning something big, because whatever you learn is going to be applied to your business, and it's going to have an impact on your business a pretty big impact. Now, when you're thinking about learning something big, how do you like to learn? You've got to decide that because then, once you figure out how you like to learn, and you're very clear on that, then you're going to be able to find your group, your people, your circle, your coaches, your mentor, whatever, all of the above. And you're going to be gravitating towards people who fit the communication

style that you like, okay? And the teaching style that you like the way in which you'd like to learn. Okay?



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You will also and this is the other thing for the clients that I work with. So I have a I have several courses. But I also do coaching where you go through the course and I coach you through the course weekly, or I have a high level coaching program where I coach you through every aspect of whatever it is we're focusing on in your business. And I do some done for you services. So I've been do some of the work for you. Right? We talked about that. So it depends on the type of learner that you are not only the time, and the the dollar amount that you have available to spend, right dollar versus time, right? Because we're all making those calculations in our mind. Is it worth the money to spend here but then I get this time back? Or should I invest my time? Because at the end of the day, my time is cheaper than the whatever investment right? We're always doing those mental calculations. And so in addition to that, you've got to decide how do I learn? Do I like to learn and watch courses and absorb and digest and take my time and think through it and set my own pace? Or do I need someone to help me set a faster pace And I need an accountability partner. Or, you know, do I like a fast pace and I don't need an accountability partner. But I do want someone to walk beside me just to make strike and and ask any questions along the way. Because I like to ask questions, I like to validate myself, right? You need to be able to answer those things. Because as you're focusing on learning something new, you're going to have to be able to say, you know, can't can I learn from this mess method? Or do I need to change that? So it's really important because now you can take the information that you've just gathered about yourself, how do you like to learn? Do you like your own pace? Do you like an accountability partner? Do you like to have active discussions after you learn something just to anchor it in? Do you want to talk with someone to figure out how to apply it? Do you even need to talk to someone to figure out where to start? And then have a check in once you finish right? There are just so many different pieces that go into how we like to learn. And so one of the things that I would tell you that that sort of helps me think about how I like to learn is when I went to college and so if you went to college, you will probably be able to really understand my example. So I went to a big school, you know, I went to the University of North Carolina at Chapel Hill. I've mentioned that several times. I'm a tar heel, I'm a huge Tar Heel fan. And so, you know, it's a big university. And I chose that purposefully, I did not want to go to a small school. I wanted to be one of many. I wanted to go into a classroom of several hundred people. I wanted to sit and listen to it and go do the work on my own. Right. If I had questions, I knew I could reach out I knew there were set hours for it, but I didn't need someone to hold my hand and really walked me through it. I've had other friends, right. I have other friends even today that went to super small universities because

they wanted to have classroom sizes, similar to you know, not even High School, right, even smaller than that like 20 people in a class so that the professor would know their name, they could have good dialogue in the classroom, it would really anchor it in and they would have more of a coaching in interaction as opposed to the do it yourself online, you know, let me grab this book, read it on my own and push it forward mentality, right? Everyone is a little bit different. But if you think about why you chose the school you went to, and why you were comfortable in certain classes, right? Think back to the two different types of classes, you may have been huge and small. And where did you feel most comfortable? That will help you determine how you want to engage with someone to learn something, right? And why maybe if you're trying to read a bunch of books, and you're trying to do things on your own, it may not be working for you. So it's one of the things I want you to think about. The other thing I want you to think about is the not only the environment that you learn in, but what is the methodology that you absorb? Is it stepwise? Like I teach it? Or is it the Roomba method where you're all around, but then you somehow you pull it together, right? You take all these different notes and you're thinking about all these different pieces and then you can pull that information together. In your mind, and you create the clear view. And it's actually better for you because you feel as though maybe you're a little stifled or you can't be as creative if someone's giving you a stepwise approach, right? Whatever the answer is, there's no wrong answer. It's just your answer. And you need to know. Because we go through and continue to change our businesses and focus on growing and learning and moving our businesses into the future. You need to understand how you learn. So you can seek out learning opportunities that match your style, okay? And if there's no opportunities like that, for what you're trying to learn, you give yourself a little grace and you don't beat yourself up if you're not grasping it right out of the gate, okay? Because there's a reason for that, because you know, you don't learn best in the environment that you're having to learn. All right, so that's your challenge for the day. How do you like to learn? Go and be legendary.