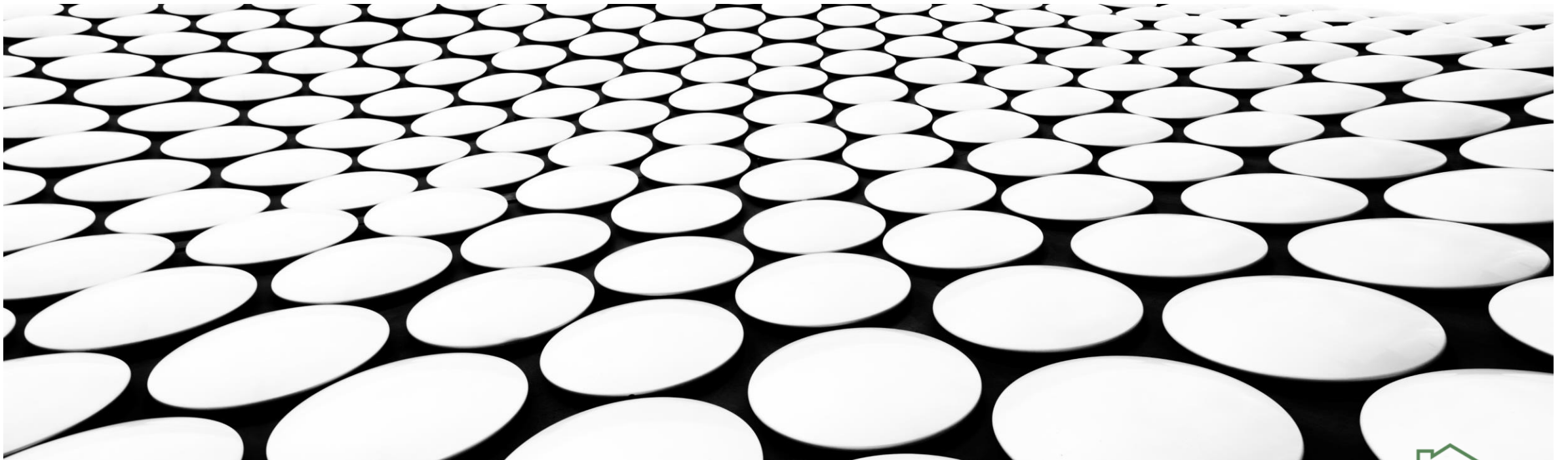


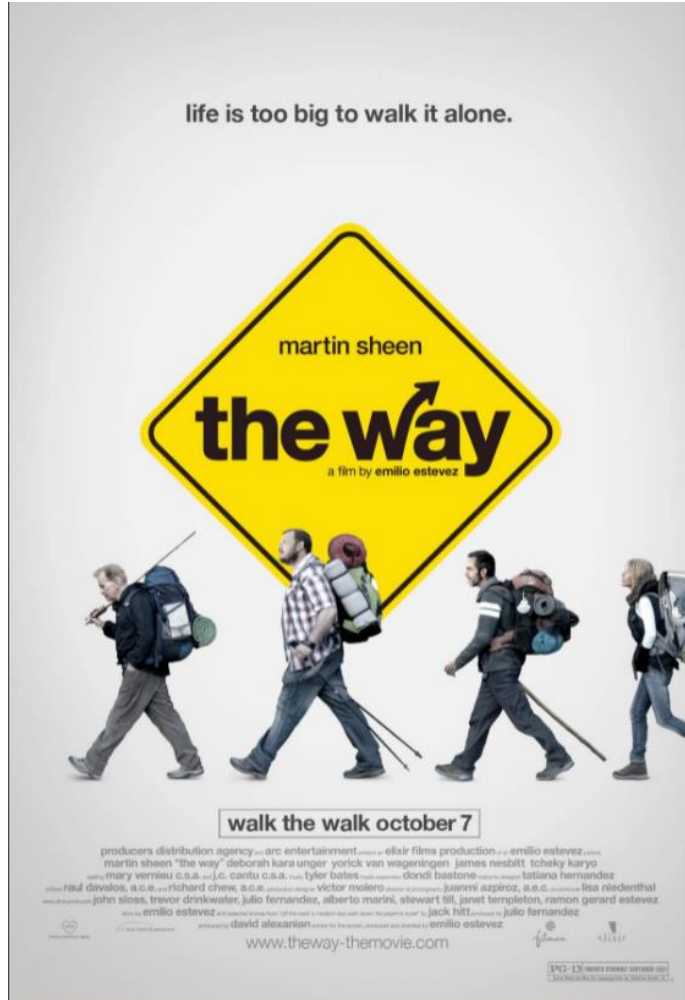
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# THERE'S NO GOING BACK

WELCOME TO MULTI-DIMENSIONAL CONNECTIVITY



# There's No Going Back



Be Unapologetically Optimistic

Be Curious – Not Judgmental

Be Sincere

Have Fun



# There's No Going Back



# Multi-Dimensional Connectivity



# There's No Going Back



# TED Said



**Sir Ken Robinson**  
Do Schools Kill Creativity?  
>66,000,000 Views



**Dan Pink**  
The Puzzle of Motivation  
>26,000,000 Views



**Amy Cuddy**  
Your Body Language May Shape Who You Are  
>58,000,000 Views



**Pamela Meyer**  
How To Spot a Liar  
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**Simon Sinek**  
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What Makes a Good Life? Lessons from the Longest Study on Happiness.  
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**Brene Brown**  
The Power of Vulnerability  
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**Shawn Achor**  
The Happy Secret To Better Work  
>22,000,000 Views

# TED Said



Cameron Russell  
Looks Aren't  
Everything. Believe  
Me. I'm a Model.  
>34,000,000 Views



Dan Gilbert (Not That One)  
The Surprising Secret To  
Happiness  
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Inside the Mind of a  
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Manoush Zomorodi  
How Boredom Can Lead To  
Your Most Brilliant Ideas  
>4,000,000 Views

  > **467,000,000 Views**  



Sir Ken Robinson  
Do Schools Kill Creativity?  
>66,000,000 Views

We Teach How We  
Were Taught

(Training)

**Education** Takes Us Into a **Future** That We **Can't Predict**

Mortgage / Financial  
Literacy  
How We Do It  
How The Market Was  
Info Dump  
Not Tracking, Sales,  
Leadership, Creativity,  
Marketing...

Win By Creating  
Your Future  
(Creativity) \*

Survive By Accepting  
and Adapting  
(Change) ^

If Not Prepared To  
Be Wrong – Never  
Be Original

Children Are Not  
Afraid To Be Wrong  
Desire To Remove  
Risk  
Look At Others



Sir Ken Robinson  
Do Schools Kill Creativity?  
>66,000,000 Views

**Training:**

New Topics – Market Tracking,  
Sales, CRM Leveraging, Pipeline  
Management, Public Speaking,  
Creativity, Leadership  
Reinforce

S*	W^
O*	T^

**Education Takes Us Into a Future That We Can't Predict**

**Websites**

Robchrisman.com  
Econ70.com  
Homefacts.com  
FHFA.gov  
Remove.BG  
Unroll.ME  
OptOutPrescreen.com  
Fiverr.com

**Apps**

Paint Tester  
Name Shark  
Magic Plan  
Around Me  
Home Snap  
Plant Snap  
Postagram  
Videolicious  
Petlas

**To Do:**

Every Time You Share a  
Site/App with a RE Agent Ask  
Them To Show You One

Google Must Have Apps for Real  
Estate Agents





Sir Ken Robinson  
Do Schools Kill Creativity?  
>66,000,000 Views

## Did You Predict and Plan For?

COVID19	AVMs
Current Refi Boom	iPhone
Housing Bubble of '08	MSAa
Piggyback Loans	Facebook
Life and Death of 125% LTV	Credit Scores
SISA and NINA	Paperless Mortgage

## Education Takes Us Into a **Future** That We **Can't Predict**

### We Can Hypothesize, Plan and Pilot

Impact of Unemployment  
Future of Conferences  
Office Reopening  
Rates  
Home Values  
CFPB  
GSE Reform

Forbearance Effect  
Home Construction  
Less Face to Face  
Increased Home Repairs  
Work From Home  
Change in Tech  
Customer Retention

### I Am Watching

Technology  
New Entrants  
Outside the Industry  
Government



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Do Schools Kill Creativity?  
>66,000,000 Views



Cameron Russell  
Looks Aren't Everything.  
Believe Me. I'm a Model.  
>34,000,000 Views

We Teach How We  
Were Taught

**Education** Takes Us Into a **Future** That We **Can't Predict**

How We Look Has a  
Huge Impact on Our  
Lives

Image is Powerful in  
Perceived  
Successes and  
Failures



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Looks Aren't Everything.  
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## Education Takes Us Into a Future That We Can't Predict

Image Is More  
Than Physical  
Appearance



Image is Powerful in  
Perceived  
Successes and  
Failures



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Looks Aren't Everything.  
Believe Me. I'm a Model.  
>34,000,000 Views



Amy Cuddy  
Your Body Language May  
Shape Who You Are  
>58,000,000 Views

Your Body  
Changes Minds -  
Yours / Theirs

Working in an  
Office Promotes  
Small

**Education** Takes Us Into a **Future** That We **Can't Predict**

Nonverbal  
Leads To  
Judgement  
We Seek To  
Justify Our  
Judgement

Power -  
Expand  
Be Big  
Open Up

How We Look Has a  
Huge Impact on Our  
Lives

Image is Powerful in  
Perceived  
Successes and  
Failures



Amy Cuddy  
Your Body Language May  
Shape Who You Are  
>58,000,000 Views

3 Powerful Words  
“You Were Right”

Working in an  
Office Promotes  
Small

**Education** Takes Us Into a **Future** That We **Can't Predict**

Nonverbal  
Leads To  
Judgement  
We Seek To  
Justify Our  
Judgement



Inside Minds of  
Powerful People -  
Assertive  
Confident  
Optimistic  
Feel They Will Win  
Willing To Take Risk



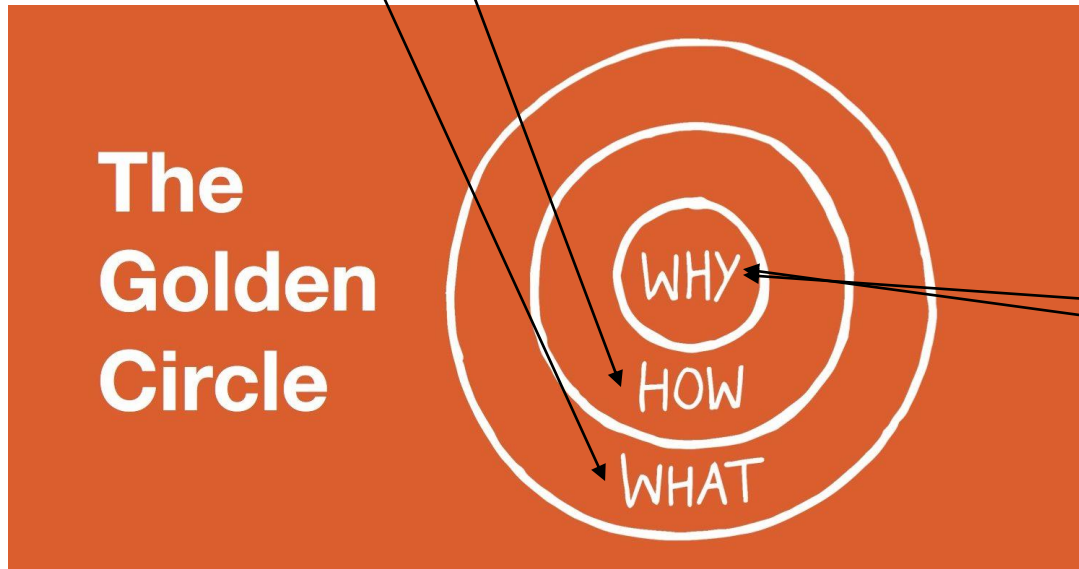
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How Great Leaders Inspire Action  
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Inspire Action  
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**Brene Brown**  
The Power of Vulnerability  
>49,000,000 Views

## Education Takes Us Into a **Future** That We **Can't Predict**



We Are Neurologically Wired for Connection

Connection is Why We Are Here

Connection Gives Purpose and Meaning to Our Lives



**Brene Brown**  
The Power of Vulnerability  
>49,000,000 Views

Good Relationships  
Keep Us Happier  
and Healthier

Divorce is Better  
Than Unhappy  
Marriage



**Robert Waldinger**  
What Makes a Good Life?  
Lessons from the Longest Study on Happiness.  
>34,000,000 Views

Relationships Are Messy  
No Guarantee Happiness  
and Health

## Education Takes Us Into a **Future** That We **Can't Predict**

Good Quality Connections  
Protect the Brain and  
Help Memory  
Brain Function Declines  
Sooner in the Lonely (1:5 US)

We Are Neurologically Wired for  
Connection

Connection is Why We Are Here

Connection Gives Purpose and  
Meaning to Our Lives





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Improve Connections:

Video  
Over Communicate – In The Absence of Information  
Just Checking In

**Education Takes Us Into a Future That We Can't Predict**

Questions For You:

Are You Connected To Your Company / Co-Workers?  
Are You Connected With Your Employees?  
Do You Like Your Members?  
Can We Bicker?  
How Does Technology Affect Your Relationships?  
What Are You Doing To Improve Your Relationships?

Good Quality Connections  
Protect the Brain and  
Help Memory  
Brain Function Declines  
Sooner in the Lonely (1:5 US)



**Robert Waldinger**  
**What Makes a Good Life?**  
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**Shawn Achor**  
**The Happy Secret To Better Work**  
>22,000,000 Views

## Education Takes Us Into a **Future** That We **Can't Predict**

Job Success  
25% IQ  
75% Optimism /  
Social Support /  
Stress is a  
Challenge, Not a  
Threat

Long Term  
Happiness –  
10% External World  
90% Personal Lens



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The Happy Secret To  
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Dan Gilbert (Not That One)  
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Limited Choice –  
Synthetic Happiness  
Expanded Choice –  
Buyer’s Remorse

Happiness Has a 3-  
Month Shelf Life

## Education Takes Us Into a **Future** That We **Can't Predict**



*If I Only*



Shawn Achor  
The Happy Secret To  
Better Work  
>22,000,000 Views



Kelly McGonical  
How To Make Stress  
Your Friend  
>24,000,000 Views

When You Change Your Mind  
(Lens) About Stress, You Can  
Change Your Body's Response



Increased Heart Rate  
OMG – My Heart Is Pounding  
Yea – Extra Blood to My Brain – I'm Rising  
to the Challenge

## Education Takes Us Into a Future That We Can't Predict

Stress Releases Oxytocin  
Motivates To Seek Support  
Makes You Want to be with  
Others Who Care  
Makes the Heart Healthier  
(Stress Resilience)





**Kelly McGonigal**  
How To Make Stress  
Your Friend  
>24,000,000 Views



**Brene Brown**  
The Power of Vulnerability  
>49,000,000 Views

When You Change Your Mind  
(Lens) About Stress, You Can  
Change Your Body's Response



We Research to  
Control and Predict

**Education** Takes Us Into a **Future** That We **Can't Predict**



**Brene Brown**  
The Power of Vulnerability  
>49,000,000 Views



We Research to  
Control and Predict

Connection is a Result  
of Authenticity

Authenticity -  
Courage To Be Imperfect  
Compassion to Self and  
Others

## **Education** Takes Us Into a **Future** That We **Can't Predict**

We Find Joy, Love  
and Creativity By  
Embracing  
Vulnerability

We Are Neurologically  
Wired for Connection  
Connection is Why We Are  
Here  
Connection Gives Purpose  
and Meaning to Our Lives

Vulnerability -  
Do Something With  
No Guarantees



**Brene Brown**  
The Power of Vulnerability  
>49,000,000 Views

Connection is a Result  
of Authenticity

## Education Takes Us Into a **Future** That We **Can't Predict**

What Is Your  
Worth?  
What Makes  
You Better  
Than The  
Competition?

Sense of Worthiness  
Without It-  
Try to Numb  
Make Uncertain Certain  
(Opinion Stated as Fact)  
Pretend No Effect on  
Others (Ethics)

Give Your  
Customer a  
Sense of Worth





**Brene Brown**  
The Power of Vulnerability  
>49,000,000 Views



**Pamela Meyer**  
How To Spot a Liar  
>29,000,000 Views

Connection is a Result  
of Authenticity

## Education Takes Us Into a **Future** That We **Can't Predict**

Speaking on a Technical Topic

1<sup>st</sup> Person v 3<sup>rd</sup> Person

Listen and Ask Good, Non-  
Judgmental Questions

Red Flags -  
Formal Language  
Distance From Subject  
Qualifying Language



Pamela Meyer  
How To Spot a Liar  
>29,000,000 Views



Chimamanda Ngozi Adichie  
The Danger of a Single Story  
>22,000,000 Views

Stereotypes Are Not  
Untrue - They Are  
Incomplete

Stereotypes Start at  
Chapter 2 - Read  
Chapter 1

## Education Takes Us Into a **Future** That We **Can't Predict**



We Look for How We  
Are Different – Not  
How We Are Similar  
Disparate Selection

Red Flags -  
Formal Language  
Distance From Subject  
Qualifying Language



Chimamanda Ngozi Adichie  
The Danger of a Single Story  
>22,000,000 Views



Dan Pink  
The Puzzle of Motivation  
>26,000,000 Views

Stereotypes Are Not  
Untrue - They Are  
Incomplete

## Education Takes Us Into a Future That We Can't Predict

Functional Fixedness  
–  
Single Story





Dan Pink  
The Puzzle of Motivation  
>26,000,000 Views

## Education Takes Us Into a **Future** That We **Can't Predict**

Corporate Culture  
Improvement  
Why



Intrinsic Motivators –  
Multi-Dimensional  
Important / Interesting  
Autonomy (ROWE)  
Mastery  
Purpose

Extrinsic Motivators –  
Clear Set of Rules and  
Single Solution  
Narrows Focus and  
Mind



Manoush Zomorodi  
 How Boredom Can Lead To  
 Your Most Brilliant Ideas  
 >4,000,000 Views

Win By Creating  
 Your Future  
 (Creativity) \*

## Education Takes Us Into a **Future** That We **Can't Predict**

Functional Fixedness  
 –  
 Single Story



Bored -  
 Brain in Default Mode  
 Mind Connects  
 Disparate Ideas  
 Solves Nagging  
 Problems



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How Boredom Can Lead To  
Your Most Brilliant Ideas  
>4,000,000 Views



#1 Trait for  
Leadership is  
Creativity - IBM

## Education Takes Us Into a **Future** That We **Can't Predict**

Designed To Get Attention  
Denies Default Mode  
Kills Creativity  
At Work –  
10 Yrs Ago Shift Attention Every  
3 Minutes  
Today, Every 45 Seconds

Bored -  
Brain in Default Mode  
Mind Connects  
Disparate Ideas  
Solves Nagging  
Problems



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**Tim Urban**  
 Inside the Mind of a  
 Master Procrastinator  
 >40,000,000 Views



Internet / Phone  
 is the Enabler of  
 the Master  
 Procrastinator?

#1 Trait for  
 Leadership is  
 Creativity - IBM

## Education Takes Us Into a Future That We Can't Predict

Look at the End  
 and Enforce a  
 Deadline

Designed To Get Attention  
 Denies Default Mode  
 Kills Creativity  
 At Work –  
 10 Yrs Ago Shift Attention Every  
 3 Minutes  
 Today, Every 45 Seconds

Bored -  
 Brain in Default Mode  
 Mind Connects  
 Disparate Ideas  
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 Problems