

Question and Answer with Robin Sharma

1. What happens to human beings over the course of their lives that cause them to give up on their dreams? What makes us forget our greatness and why do we, at some point, just strive to lead an ordinary life?

We buy into the chatter, fears and false beliefs of all those around us. Our parents, teachers, peers etc. As kids, we dreamed and deeply believed in our greatness. But along the way, as we "mature" we lose sight of how much possibility lies out there for us. And we think that we have to spend the best years of our lives watching television in a subdivision. This book is a wake up call. Not motivation. Practical -real tools- to help people shine.

2. What are the most common traits in people who craft world-class personal and business lives? Are these things that are unique to those people, or can everyone achieve some level of greatness? Are all these traits the same, or are they different for different people?

Greatness can be learned. Traits of the greats:

- *curiosity*
- *passion*
- *amazingly hard working*
- *they fail but get up -again and again..*
- *excellent at relationships*
- *misfits and dreamers*
- *they don't listen to their critics*
- *tons of energy*

3. What is leadership? Robin differs from most people in that he believes that each and every one of us has a DUTY to lead in our lives – in school, in our communities, in our businesses, in our families...

Yes, I believe that if you are a human being, you have a duty to demonstrate leadership. "Lead Without Title!" is my battle-cry. Leadership isn't the sole domain of CEOs. Everyone has the opportunity to lead each day. Leadership isn't about title or how much money you make or the size of your office. It's about your attitude, your devotion to being excellent at everything you do, about being inspirational and leaving people better than you found them, about pushing the envelope, living your potential, being an example of possibility and doing your part to be a better place. Sounds idealistic? I see so-called "ordinary" people doing it every day. And that makes them great.

4. What is the number one thing that keeps people from achieving something great? It is fear. All of the most successful people and companies take their fears and face them head-on? What are the most common fears that people have and how can we get over them? How can we validate our fears, act on them, and move on?

The number one thing that keeps people small is fear. Yet most of the fears we sell ourselves are not even real. They are pure mental constructs-hallucinations that we've picked up as we've journeyed through life. Big idea: on the other side of your fears lives your best life. Behind every fear door lies a precious gift. Don't run away from your fears, run towards them. The best amongst us always do.

