

# Cracking The Genius Code

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## TRANSCRIPT

 Terence Winslow, LSSBB 0:00

For you to go ahead and start your recording. There you go, you record that and it is okay.

 Wayne Lyons 0:07

And greetings, peace of love, happy, fabulous Friday again, and thank you guys for joining us once again here, our empire, for the youth. We have an opportunity once again to connect with great leaders, have a space where it is virtual, but we are all here present with each other, with the spirit of love, light, liberty and manifestation of all Of our goals, all of our desires to connect and make the world a better place and.

 Terence Winslow, LSSBB 0:33

Again, I heard the question, Mr. Sam Harrell asks, I would rather answer it. This is more about consistent action.

 Sam Harrell 0:48

Okay. Could you elaborate on that a little bit more? I appreciate I appreciate you giving me that response because you elaborate on that just a little bit more consistent action. What does that represent to you?

 Sam Harrell 1:08

Can you hear me?

 Wayne Lyons 1:08

So yes, sir, and for me, I will answer consistent action is meeting week to week and being accountable to each other, being accountable to the leaders who we have a desire to work with.

 Terence Winslow, LSSBB 1:16

I mean, for me, it is it is really about having a clear vision number 1, number 2 planning.

 Sam Harrell 1:29

O. Mr. Window, you you are breaking up quite a bit, at least from my side, you come and go.

 Tony B. 1:42

Yeah, things a little bit delayed.

 Terence Winslow, LSSBB 1:44

Do not know, it is like a delay.

 Sam Harrell 1:47

Oh, I see.

 Terence Winslow, LSSBB 1:47

It is like a delay. I mean,

 Sam Harrell 1:50

Okay.

TL Terence Winslow, LSSBB

1:51

I can just be candid about the objective. Now it is it is a small group. It is like it is overlapping. I am not sure what is going on, but the specifics of this meeting was to have a group that met to help all the other leaders that meet a lot. You know, humbly it would be a call at the end of the week. It will be more about consistent action. You know, a lot of these companies out here that have visions but they do not have plans. They do not have processes in place or controls. They are not measuring things like metrics, analytics goals to does who is A. But when I say consistent action, I am talking about 5 things, number 1, your vision number 2, how you plan number 3, how you have processes in place to control things, number 4, how do you measure them, do you measure them like this meeting did you expect for people to show?

TL Terence Winslow, LSSBB

3:02

Did you expect expect 40 people to show up? Okay, next week? Do you want 10 people to show up? And then finally, how do we use this time to say what will we give back to the audience? It is not about us as the moderators of a platform. It is really about demonstrating how to use this platform to share information. With all of the different consortiums I was just on the phone today where I am going to do that for a consortium for 3 different consortiums I work with, I know the tools they to to track what they say, who is supposed to do what and how do you turn the to do into a goal or a milestone to where we can measure results and so. There there are platforms out there. I mean, I am a part of companies who actually reach out to me as a management consultant say, Hey, Terence, you do not even have to do anything but make the introduction to these type of leaders because that challenge is happening everywhere, a lot of people get together, they Zoom every week.

TL Terence Winslow, LSSBB

4:19

They have been zooming for years, but those meetings do not have have milestones, they do not have goals, they do not have metrics, they do not even have the tools in place to hold each person on the call accountable to what they are going to do to come each week with the result. There are tools out there that I think a lot of users are not familiar with and those are the corporate 500 tubes. Fortune 500 are using those tools. Nothing has changed for Fortune 500 other than okay, they use the Zooms, they use the Ringcentral's, but behind the scenes. So this master mine was cracking the genius code, well, I am going to write a book where I am going to release a book this summer called Cracking the Rich Code, literally that is what made me want to reach out to Anthony and Wayne and say, hey, you guys need your own platform, you, okay?

TL Terence Winslow, LSSBB

5:28

They have their own platform, they have Ringcentral. Well, this platform integrates or Apis or name platforms. Well, now the it edifies the platform that they use in their business number 1 Ringcentral have a 800 number. If you do not have a business line, you are not fundable. Yeah, you can go out here and raise money and, you know, and get people to donate to you. But from a true business standpoint, fund ability. That is 1 of the first things you need be a 800 number. You are not in business not to be found, you know. And so not only are we going to teach them that this platform is just 1 of the platforms, well, we would teach them that this platform is not only only user friendly. This platform has an AI function to it. This platform has a function to where the Cisco phone, the different phones that they have in their reach office, virtual office, home office, it will integrate with this technology.

TL Terence Winslow, LSSBB

6:43

They may not even know that those are the things that corporate is using on them. The final thing I would say to them is this was being transcribed, like this particular meeting here, and that is why I wanted him to record it, not only does he get to transcribe it, he gets to record us interacting together, so we will get to use this as data to talk about Zoom etiquette, having good meeting agendas, another thing we will use with this platform is again measuring how do we measure. These goals. Okay, let us say now 10 people come on this call. The good thing about this 1 is the 4 of us, the 4 of us know each other. That is why I want to come on here and work with Tony. Wayne and now yourself to teach how I do this or how I have done this, not only belly, the belly, done it in a Zoom environment, but literally teach people how to come together like this and determine why they do not get the result.

TL Terence Winslow, LSSBB

7:54

It is not people are not meeting, it is not people do not have goals, it is not people do not understand what they want. It is 2 things that happens. They do not know how to number 1, implement all that information.

SH Sam Harrell

8:11

Right.

TL Terence Winslow, LSSBB

8:11

Yeah, there is no shortage of information.

SH Sam Harrell

8:12

Okay.

TL Terence Winslow, LSSBB

8:15

But how do you implement what you are doing? Most people, they are degree, they are educated, they own businesses, they go to work every day and they can not get the employee to do what they want them to do. They can do that because they are too relying on themselves, they need to rely on the proper tools, the proper systems and the proper protocols, that is how Fortune 500 companies run their businesses. And and they do not fail because of the people quote unquote, they fail because of the leadership, the leadership of time. And that is that is what we are seeing, not only in politics we are sending in business. Yeah, why in this world right now? And I will lay my plane. We went through a pandemic for a company called Zoom to go to a billion dollar company, we all are using it, but are we effectively using it?

TL Terence Winslow, LSSBB

9:20

Are we now taking the data that we get from it like this data? That is what I want to teach Anthony, I want to teach Tony, it is anybody who comes on here. How to take meeting with your data, take and measure that data to correct the results. But what they call they are called issues. That is the proper term to call issues. A lot of times a lot of issues come out of a meeting and we do not speak to the real issue. Because sometimes it is like good to grade. It is like the 1 thing you got all the right people, but you do not have them on the right bus and even if you do get them on the right bus, like right now this is kind of like the right a bus. But how do you put us in the right seat on the right bus model and I use models, the pay model and the grow model.

TL



Terence Winslow, LSSBB

10:26

If I was to seek to help these gentlemen grow or anybody who came on here, I would tell them about a grow model, but that is a real model in business. What are your goals? Will we ourselves internally? Tony, Wayne, Sam, Terence. We need to set a goal, just like what he acts you. W what is the goal? Well, that is okay, we can determine that right now today. Yeah, just from talking to each other, transcribing information, bouncing ideas off each other. That is how a meeting before the meeting takes place. So this is almost like a mastermind. Secondly, what is our reality? See what you have done, Mr. Harrell has really helped us today because that is why I am speaking to the latitude of it. The current reality is we need an agenda that is 1 of the things we can improve here today, a consist extent agenda.

Terence Winslow, LSSBB

11:25

The second thing we can do here today is say, who is our audience, we are not our own audience, now we come together. Just like consortiums do, whether it is the hana tree, whether it is empire for the youth, whether it is on top. I have multiple companies, but I represent Terence Winslow Consulting to teach people how to do this, so I never talk about my nonprofit, have a nonprofit, I never talk about other entities because that is not my role, my role is to come here as 1 of the entities to teach what are your goals, what is the current reality now? Oh, and grow. What are your opportunities, Tony, what are your opportunities? Wayne, what are your opportunities, Mr Harrell? Now, I help people bridge that gap through another model because the the w in grow is w a lot of people have the information.

Terence Winslow, LSSBB

12:34

They do not have the wheel. They think they need real power. You need to just meet like this and get a brainstorming ideas and walk away from things and say, Tony, we will do this, Terence will do this, Wayne will do this, Sam will do that, that is a team. Now they are on the right positions, sometimes we need to determine the positions. So I will land my plane like this and say that is another model that is called the pay model in the pay model, I will use this as a perfect e.g.. Pay models happen when you got 4 people on a team or a last mastermind, you got a producer, you got a person who is almost like an arranger, you know, who puts this stuff together, then you got a entrepreneur, and then you got like an integrator. So let us let us use that e.g.

Terence Winslow, LSSBB

13:35

pay model Pi, you can Google it all capital letters pay model, it is going to come up, it will tell you those words, but let us say who is the producer on this Humbly, I would say Wayne Wayne is the producer because it is on his platform, he is.

Terence Winslow, LSSBB

14:02

A Ranger, I would say it is Tony Tony is the arranger because he is probably more skilled in technology SAS, you know, meeting like this and, you know, he gets to sit back and learn he has a whole nother world where they are all kind China tools, so as an arranger, he can come in and say, here is some of the best tools, here is some of the best practices, here is a tool other than ring center you can use here is a tool other than you Zoom you can use that is now he is an arranger now. Let us use you. Sam Harare, he is an entrepreneur, yep. He is truly an entrepreneur, he is an entrepreneur in this capacity. Just how he asked the question to Wayne, when you you speak to platform, what is the platform? Well, now I am function as an integrator.

Terence Winslow, LSSBB

15:00

The platform is Ringcentral. The arrangement of it, we are deciding it collectively, but the key leader is Tony as an entrepreneur here, it is great because you get to experience this act actual brainstorming session, Wayne is going to have a recording from this, he is going to have transcriptions from this, all the questions and as you Wayne produces. What we would call the data from it, he is going to have a transcription, he is going to have a video, and now before he releases it, quote unquote, the 4 of us will get together and say, how do we want to redistribute this information? And Tony can come in and say, as the arranger, you know what, I can clip it, I can put some text to it, I can put music to it, and what we will do now is source it back to all platforms, we will push this out to Youtube, Ringcentral, Facebook, Instagram, whatever the top platforms, whatever we agree.

Terence Winslow, LSSBB

16:10

And now we will start to now start a process of tracking our data, marketing to different audiences, and now as we do come up with a specific agenda, Tony has a topic he is going to speak about, Terence is going to have a topic he speaks about Wayne is going to have a topic, let us say. Even guest speakers that may come on here, we may bring a guest speaker who has a topic, but let us say the audience that comes on here and that audience could be 50 people or 100 people, 5 people, 10 people, it is irrelevant because we have done such a good job of meeting every week. Consistently with our vision, with our planning, with our process controls, how we measure things and use our time, this 1 h or 30 min that we spend here together and it will turn into a product for us now.

Terence Winslow, LSSBB

17:10

Not only a product we use to better ourselves, but it becomes a product that we can pack sell to our listeners, sell to our users, and even people who want to do what we are doing, we can coach them, we can MIT room, we can say we can help you improve your meetings down just by teaching you how to come together on a weekly meeting with the proper agenda with the right consistent actions in place to produce your intended result, that is basically what we are doing here today until we decide how now to move forward. So thank you for the latitude. I appreciate the question, Mr. Harrell, because as a season business owner. I am not I would not say I am a season of a business owner as I would say as a business owner as a more middle manager. And I am not talking about AIDS, I am talking about in different experiences in businesses, you know, at different different levels.

Terence Winslow, LSSBB

18:15

So now I get to not only learn from you. With your experiences with your own product, working with the government, working with NASA being at a different stage in your life and staging your business, it will allows a person like me to not only learn from it, but now Anthony and Tony gets to learn from it, they do not make the mistakes I have made him business. They do not get to make the mistakes you have made in business, and even as they learn from the mistakes they are making in business 5 years from now, 10 years from now, they own mature businesses based upon what they have learned, not only from themselves. Not only from mentors and coaches like you and me, but they have learned it from people like yourself who we need to keep on the board as an advisory component as a chairman of the board, because those things are timeless and sometimes young entrepreneurs or startup, they miss that whole value again, thank you.

Sam Harrell

19:18

Thank you. I appreciate the time the way you have articulated everything you said. So what I would like to say is, first of all, my my understanding of business have come from a lot of failures. And successes, in fact, I call that having developed an intuitive appreciation for what business is that can only happen to the intuitive part of it can only happen from having failures and you develop an appreciation for the things not to do before you end up doing them. And I think that is a piece of it that should be expressed and shared, but I also tell you that I have been a part of a number of organizations or networks like this 1. And I see the value of it. It is only been 1 I will not mention your name, I will email it, I think or you may chat it to you and but I have been a part of 1 that I came in contact with about 3 or 4 years ago.

Sam Harrell

20:18



And it is an international organization that does similar work. Their goal is similar to similar things. And what they do is first of all, they honor the individuality of each member on their on the in the network. So every business may have you have some business the retailers, so maybe. You know, travel agencies or maybe, you know, local designers website, all these different people who who are a part of this network and what I appreciate about them is that on a on a very managed agenda based approach. They identify and schedule speakers in advance so that everybody in the network recognizes who is coming and what they are going to talk about it, they allow them also to present their business. In a maybe 2015, 20 min segment where they do a small chat and share the information that each individual has, I appreciate that because it also establishes that each business, each member of this network can do business with each other.

**SH** Sam Harrell

21:25

And they and they give they grade each 1 based on the number of successes they have had and and those kind of things and I would love a bit to see that sort of thing happening because I think it is very structured, a very accomplishable. And very and certainly me the the overall objective of what most of these organizations are trying to do, but I will also tell you that my first opportunity in the in the internet world was in 1997 when I started what it was called the Flexnet e commerce solution, and in those days, e commerce solutions call you get to develop you, you have developed them yourself, you we invested about a minute and a half dollars in developing hours at night in 1990 798 and by 2,001, the.coms bomb. So everything we invested was lost in that regard as a result of that.

**SH** Sam Harrell

22:22

And you learn again, intuitively, you learn the things not to do. That is a very expensive lesson to learn from a monetary standpoint, but was a valuable lesson to learn from an intellectual standpoint, okay? And so you become intuitive about these things. And so I appreciate what you are saying. I appreciate you allowing me to share my thoughts and what is happening with me in my life. 1 of the things that I do is I create programs. I created, e.g., there is 1 that called the the the facility access net, a directory and I built this directory now has about a 90,000 people listed in it and and I turned around and then I found a young lady who was interested in having ownership of this director, so working with her. I have turned the management and controllers director over to her and for an ongoing share of the profits as they come back, so I have always enriched her by giving her a tool that she can have to do and move forward to what she is doing.

**SH** Sam Harrell

23:27

Han is in my mind, was created for the same type of purpose. That is my objective. I want to enrich the community, I want to support what is what is important for the community. But I also want to put it in the hands of individuals who have the kind of spirit and stick to the N and drive to want to see this project through, and so yeah, my my entrepreneurship has more to do with your self reward, it also has to do with rewarding and awarding. Individuals like Wayne and and others to want to take advantage of the tunes that I have developed, I developed an occupational skill development program and it took me about 3 years to develop it, but I deployed that program to the Virgin Islands and and and left it there. And so that is the kind of work I do, I find my partners, my collaborative partners by developing programs that is I think are important to me, but certain can benefit the community, but also find persons within that field who want to have ownership in it.

**SH** Sam Harrell

24:34

And that is sort of summarize what my my 2 antennas. I have been successful at doing doing that. And but I have also had, as I said, I have had my failures, but so if there is anything I can I would recommend we do to continue this sort of forum is to come up with a format. That enables every individual member of the of the team, the network to be able to share their thoughts, their businesses, their objectives to enhance their growth and grow their market, use the word, the letter, you said W and grow. We want to we want to support that because the idea is to get more people on this network that you created here. I love the name, it is great get more people on here. So we want to you want to bring attention to the fact that they have an opportunity to market themselves within the network to other members of the network.

**SH** Sam Harrell

25:34

That is that is a contribution I want to make right now and I think that will be a great benefit to everyone. But I appreciate the invitation. I look forward to supporting.

**TL** Terence Winslow, LSSBB

25:46

Again, Mr. Harrell, thank you for your comments because that is the objective of cracking the genius code. When I spoke with Anthony and Wayne about it, you have articulated it. This is a platform that I wanted them to do that they own, but I would lend my expertise or my involvement for the benefit of the whole ecosystem, you know, they can give me topics I want them to and us, you know, as somebody who wants to integrate and help. Or for topics a quarter that way you have what you call predictability and and and it is not something we have, I hazardly do because there is a building block. We are going to take a person from <US\_DRIVER\_LICENSE>. <US\_DRIVER\_LICENSE> is almost like sports with Wayne. At the half, they should be like understanding, hey, where we are and as we come out of that tunnel in the <US\_DRIVER\_LICENSE>, they can see, you know, I am going to the Super Bowl.

**TL** Terence Winslow, LSSBB

26:52

We are going to the Super Bowl, but how do we get there and win where we are going to get there and win by collaborating with Mr. Hara, collaborating with on top, collaborating with Empire for the you well now as we do learn from each of these leaders and they have tools they have systems, they have protocols that may be in their ecosystem that makes them successful. Well, what you said and and Wayne, because I have said this to them before I failed my way to success.

**TL** Terence Winslow, LSSBB

27:29

That is what the 7 principles are about. I fell down 7 times and got up 8.

**SH** Sam Harrell

27:32

yeah. M y.

**TL** Terence Winslow, LSSBB

27:37

That is what happened, I because. I felt at real estate, but that is what cut my teeth in business. When I failed, I felt so bad at it. I lost millions of dollars. So when you lose millions of dollars, you know, you have failed, but what hurt was not the money I can get money back. What hurt was when I failed, it was at a time in my life where I needed a lot of money because my mother got sick and I could I could not financially keep her alive because I couldn't afford to I could not it did she she was ill with cancer, I am I am willing to pay anything, but now I do not have the resources to pay, so it was such a hurtful feeling because now I felt like I scorned it off mine. My my genius s scanned off my real estate and now when I really needed the money.

**TL** Terence Winslow, LSSBB

28:38



I do not have it. I can see the Mercedes beans as I can see the houses. I can see the cars, but I can not sell them fast enough to keep up with the medical bills. I will sell all of this to keep her alive. But I could not do it fast enough. Yeah, I am offloading the real estate, offloading the cars off off loading them. But the medical bills are coming up faster than my resources. So by the time it finally failed. I was tired not because I had a money, not because I have the cars in the houses, because what I had truly thought I had built my business for I lost I lost some money, couldn't buy my mom, and that is where God came in and told me. That is what this business is all about. It is not about the money, Terence, it is not about the cars, it is not about the travel, it is about who you became.

 Terence Winslow, LSSBB

29:38

Who did you become though? And once I realized I had become what I was seeking going through the business world, I said, I want to be a mentor, now I want want to help people with not looking at failure or not having the right car, the right watch, the right clothes, the right network. That is not what it is. God has already gave you all those things. Now, if you give you experiences and networks on top of that, yeah, you probably e 1 must. But as fast as you go up, you can come down too. And that is what happened to me, so I would not want that to happen to Tony, I would not want that to happen to Wayne, but at 505I can not afford to make those mistakes sometimes they can in their 20 s in their 30 s, but if I can prevent them from making as many mistakes as I did.

 Terence Winslow, LSSBB

30:34

I have done my job as a mentor because it is not just about business, that is what happened in my life. My business outgrew me, I could not I did not know how to run it. It literally got to the point where, my God, I do not know how to run a type of business that is making millions of dollars. Who do I hire, who do I go to? Who do I tell I do not want nobody know. I do not know how to run my own business truth, I should have found a mentor, I should have found better experts, but as an e.g., I learned it all the hard way, and now I had this of the house to tell people I am successful, but I know I did because my success was not coming from material possessions. It was coming from my time time freedom, I still have the time freedom. I do not have no debts.

 Terence Winslow, LSSBB

31:34

I just come and go as I please now, but I still feel like man, and I wish I had this big business again, not really because I had to make payroll, that is how it failed. I am not paying out a half a million dollars. It do not feel good to pay out. I make money, millions pay out a half a million pay out, another 25 % in debts and overhead, and everybody think you got it going on. It looked like I got it going on. I am stressed out to the zoo and I am making I am netting 2 to \$300,000. But I do not know how to keep up with all this. And I know you have been there, Mr Harrell. That is why I want to help these young men. So much. Because I do not want them, I do not want their success to become their failure.

 Sam Harrell

32:25

I am going to.

 Terence Winslow, LSSBB

32:25

That is what happened to me. Success became my failure over and over.

 Sam Harrell

32:27

Yeah. We are on the same page. You are right. I have I have experienced all the things you have shared and what you have shared is has an emotional impact that is the the totality of everything you should really talked about because it is about self at the end of the day. We do what we do for selfish reasons. And and so if I found myself as an entrepreneur, I have come to appreciate that the term is more about the the journey rather than it is about the destination. You are never going to arrive in this world, you will die before you that ever happen. You will never arrive at the destination, so if you can enjoy the journey, you can at least bring yourself some satisfaction. And I have come to appreciate that. About life, I enjoyed mentorship is what I think it is about legacy, you know, in the 60 s before the civil rights movement in the 60 s, there were not a lot of people in my sphere of opportunity that could actually mentor me because my the only entrepreneurs we had were were sharecroppers and they were in a controlled environment on the plantation owners land, so there were certain things, things they could not do, but ultimately.

 Sam Harrell

33:51

My generation come along after my father, my generation was the first opportunity. We as ADVOCATE, Americans had a chance to actually experience individuality and business approach. So now here we are. I am 70, I will be 75 in a couple, 3 months. So I got some time on you, my friend. But it is time, I think well spent because I think I have I have absorbed I have come to a place of comfort and contentment in the things I have done and I am content knowing that I am helping Wayne and others to accomplish some things in their lives and maybe move them ahead of me, maybe get 50 years out in advance from what I have learned in and invest that time into them. So I am I am here for that purpose and I want to support whatever you all are doing to the best of my abilities.

 Sam Harrell

34:46

At 7075 years old here. I I have health issues like you mentioned, we got things going on. I lost my wife in death about 18 months ago. So that experience is a part of what I walked away with and understanding the the importance of having a mate that supports you and so there is no 1 else after 35 years of being with her, there is no 35 years left for me, so I am not even looking for another wife, so. But if I could make good use of the experience I have had and share that with young ones and help them to avoid so.

 Terence Winslow, LSSBB

35:19

Mr. Rail, we're losing you on the mic a little bit. I am not sure if Wayne or Tony is hearing you, but I am. It is just choppy on my end.

 Sam Harrell

35:28

Can you hear me, Wayne and Tony?

 Wayne Lyons

35:30


Yes, are you coming on my.

 Sam Harrell

35:34


Okay, sometimes my connections are bad. I apologize for that, but maybe the transcript will will highlight that. But anyway, to wrap it up for me, I think that is what I want to do. I want to help. These young men to accomplish in young ladies as they come on board to accomplish what they individually are seeking to do, to not reach necessary reach

their destination, but to enjoy the journey known, there is a learning process here knowing that they are gathering knowledge and experience throughout this journey. And so that is what I want to I guess what I want to do.

 Wayne Lyons

36:17

Yes, sir. And I thank you guys for sharing that knowledge, sharing that wisdom and the purpose of this platform is for these type of conversations to be authentic and truly hear the mindset that. An entrepreneur has that a business owner has, that a spirit led leader has and just the opportunity to come together as iron, sharpers iron, we help each other achieve more by the experience that we have working with each other. And I believe that we have this opportunity to be intentional in our gatherings and and truly connect with other leaders who who have tools, who have influence, who have ideas, visions that is been guide, given that we could come together and and truly manifest all the things that he has planned for us. In our experience here on Earth and it is a reason why we all got connected here and I am just I am honored and I am excited for just to continue to water these seeds.

 Wayne Lyons

37:15

Because it is a garden of eating in the sense of what we create here on Earth, like I heard, Mr. Has say a legacy and we get an opportunity to to build that bridge for the next generation. Like you mentioned, there is times where our opportunities like this were not available and now we have the opportunity. And the opportunities for the future will be even greater than they are today and we get an opportunity to towards those paths and that is what it is to be a entrepreneur, to be a the word is. Can pioneer, you know, and to think about the hidden pioneers and the connection, how it is all connected with NASA C S I Bill, Mr Winslow. You introduced me to him and. I was introducing him to Mr. All and just the connectivity that God has through all of us and connecting us together, I believe it is it is just an appointed time while we are here and as long as we stay focused on the task at hand.

 Wayne Lyons

38:16

We will see the results that we are seeking and I am just honored to be a part of this and be in the midst to to be able to establish that and just have clear goals, clear visions and and be accountable to each other to do the work so we can get there. And all it takes is put 1 ft in front of the neck. And like you guys mentioned, Mr Winslow, how do you eat an elephant? You just take 1 bite at a time. I believe it is the same faith that David had, knowing that even though he is up against the GA, it does not matter what size or strength this giant has, just knowing the power of God within us. You know, we know we will be victorious, so that is the confidence we could have when moving forward and we get a chance to put that mindset into the hearts of everyone who is influenced by this platform.

 Wayne Lyons

39:04

And I am excited to be able to share those words of encouragement and be alike for others. So I just thank you guys for sharing today and I passed Mr. Benson if you want to share anything and just thank you guys for your time and for being here.

 Sam Harrell

39:21

Thank. Thank you, Wayne.

 Tony B.

39:24

Man, yes, sir. Likewise, I guess my only feedback would just be yeah. Thank you everybody for your time. As Mr. Winds will share some actionable items, just things that we can hold each other accountable. 1 thing that I know we can get better at, I guess we shared was getting an agenda together. So maybe we can power out this last 5 min as far as an outline or if we do not make a decision by now, obviously we can out over by come next Friday, have that agenda moving forward so that we have a clear structure and everybody has the adequate amount of time to speak and we are able to stick to something regimented or fluid at the same time.

 Sam Harrell

40:07

May I make a He said the last 5 min or so 1 of the things I would say is the the structure of this meeting is imperative to make sure that there is a uniformity.

 Terence Winslow, LSSBB

40:22

Here is the recommendation, guys. Because I kind of put this in your lap. Let us say you got an hour.

 Sam Harrell

40:26

Okay.

 Wayne Lyons

40:40

Yeah, maybe lagging a little bit. Yeah, that way.

 Sam Harrell

40:42

Yeah.

 Wayne Lyons

40:43

That is why I overlapping.

 Terence Winslow, LSSBB

40:53

Can you.

 Wayne Lyons

40:54





Oh, yeah, Mr. Hall, you could go ahead. And then Mr Winslow, you were going to say something.

**TL** Terence Winslow, LSSBB 40:56

Can you guys hear me?

**Wayne Lyons** 40:58

Yes, sir, we could hear you, can you hear us?

**TL** Terence Winslow, LSSBB 41:01

We overlap in.

**Wayne Lyons** 41:03

Yeah.

**SH** Sam Harrell 41:08

sometimes it adds more bandwidth and and that may be may help a lot. I noticed that when you are talking, Mr. Winslow, your face goes away, but your the your image pops up rather than your your video. So when you pop in and out like that, that is to turn off your turn off the video and just just talk to the with the microphone.

**TL** Terence Winslow, LSSBB 41:32

Okay. Is that better?

**SH** Sam Harrell 41:34

Yeah, yeah. I can hear you now. Yep.

**Wayne Lyons** 41:36

You.

**TL** Terence Winslow, LSSBB 41:36

Okay. And see, okay, see. And that see that is what we are here to learn. That is an e.g. of keeping it small doing it like this. Wayne and Tony with what we are doing with Mr. Hall, and that is an e.g. what I have been seeking to edify. Let us say he says he is 75 years young. Okay. I am 55 years young Wayne, you are 3031, Tony, 2526. Look at the experience that you can garner or gather from just US 2. So from a form that like Tony say, take these couple of minutes and just say it is let us say it is an hour format. Let us say we do not use the entire hour for presentation, so let us break the hour down like this. I would say those first 510 min that is more almost like b bringing people in the room, you know, meeting and greeting so. You do not have a hard start time at the top of the hour, maybe 5 min into it, 5 or 7 min, and now you just say, okay, hey, guys, okay, you know, acknowledge the people who have showed up on time.

**TL** Terence Winslow, LSSBB 42:54

Or came a few minute. It is early. So it is almost like social gathering. Hey, we will get started here in a few minutes now. But as we get started in a few minutes, I say probably give Wayne. And what I this is me seeking to help us be better. Speakers follow some type of toastmaster standard 5 to 7 min or a 10 min presentation. Let us say Anthony comes out of the gate. He is the young leader, strong leader. So start him off. It is tech. So now we are consistent. Anthony comes out of the gate, he can come out of the gate with tech tips or, you know, G w tool. So it is it is more about now helping everyone learn about what is out there in the information AIDS. Let us say from you, Wayne, you are you are in academics, you are in school. I high degree you are teaching will not stay in that vein.

**TL** Terence Winslow, LSSBB 43:55

Stay in that drum. And again, spend another 5 to 10 min and even me a military leadership. And now what we do is take a broad topic and now we come together and say, this is what we want to speak about on this topic under Tony under technology for the next 4 weeks, you know, and he and he literally tells us different topics over the next 4 to 8 weeks. So what that does and Wayne will do the same thing, whether it is education, whether it is stem you know innovation. It can be 100, not whatever you decide, and same thing with me, and we all give each other these topics and but before we produce or publish this agenda of the next topics over the next 4 weeks, 8 weeks, 90 days or we align them properly, see now we align them in areas of flow. There is a rhythm.

**TL** Terence Winslow, LSSBB 45:09

And so now Tony speaks for 5 to 10 min and he takes 5 min of Q A after his topic. And so there is a there is a structure to it. And then he will do 345 questions within the allotted time and then he will hand it off to Wayne. And now we are teaching each other. How to do a proper transition. Now he he introduces Wayne, you know, let us say if I am the last person who speak or Mr Hall. Or how are we dec to do this? Let us say Tony comes on first. But Terence needs to introduce Tony. Tony DA does not need to stroke his ego. Now I introduce him now. Tony finished his topic, he introduces Wayne team, so Wayne does not need to introduce himself. Wayne finished his topic, he introduces Terence well now. We we may say, hey, let us open it up like Mr.

**TL** Terence Winslow, LSSBB 46:08

Han says, we have 10 people on here, let us go around the room and find out who is on the call. All let us say it is so many people on the call, we could not go around the room and give everybody 30 s to a minute. So now we we we put a protocol in there and say, hey, we see some new callers, we see some new listeners, why do not we let them speak for 30 s and and once we we put those regiments or ground rules in place. Now we move forward, and as we do that, it takes a life of its now it will grow. People are going to come back for specific topics. They want some cases Anthony or Wayne or Mr. Hall has a topic he wants to speak about and he does not speak about it, he brings in a

guest speaker. And now the value of what we do it truly is for the audience, it truly is for the listeners.

**TL** Terence Winslow, LSSBB

47:12

We are really moderators. We are just people who are out here demonstrating leadership business, acumen and how how to use tools as well as serve others. And ourselves, we do not want to forget ourselves. And as we do that now, that is what I mean about measurement and time use. The 1 h was good for us, it was good for them. And oh, by the way, we are going to do it again next Friday. So now there is a predictability that comes with it even if they can make it we have recorded it. That is pretty consistent of what they could have expected. But now they can reach out to Wayne, reach out to Tony, reach out to Mr. Hall and get that recording. That those are recommendations to kind of serve us.

**SH** Sam Harrell

48:00

I love. I love and I use the word love deliberately. I love the way you articulated that. 1 of the things I would add is as we grow to more members, I would suggest that we have the main hour, if you will. Set aside to take care of those core things that you mentioned, but for people who are new, who are not yet, members of the group can come in in in after hours or in a in a room separate room. And can begin to share the details of their introduce their particular businesses to the group, but to call that first hour out for the core and then set aside those maybe 10 or 15 or 20 min or whatever. To honor those who are who are looking at joining us and having yet made their mind to do so, that will be a suggestion to maintain some uniformity and and and stay and stay true to the growth perspective.

**TL** Terence Winslow, LSSBB

49:02

I love it and and I affectionate say I love it too because again, Mr. Hall, now did you hear humbly? I would want you to commit to being here. There is so much wisdom in you and again, my commitment. As asking you to commit, I do want to commit to the honor it is in alignment with Wayne, it is in alignment with you, I respect you as entrepreneurs and men of God, first and foremost, but to do something that builds a legacy and impacts future generations. I probably have not seen a vehicle that, you know, with the, you know, with the acumen, the NASA as as well as, you know, you have cut your teeth in a lot of, you know, areas that we all know we need to. Just even being a successful entrepreneur, Tony O Wayne, they are never going to get back or get get away from turning back around and giving back to their community.

**TL** Terence Winslow, LSSBB

50:04

There is no way to we can do it with learning business at this age in this young some of them have learned business at a level. I just said this to 1 of my students. The business that they are learning from Florida and Chicago and Las Vegas and California, number 1, you do not get a chance to get your teeth cut like that and in those metropolitan environments or high dis environments, so that is unique in itself. But to come together with mentorship in legacy businesses like Hanoi Tree or wake up calls from a spiritual context, it would be very rare for any young person that as their age to ever have experienced that without paying, in many cases, hundreds of thousands of dollars. They have had to go to business school, they would have had to go find people who charge 2,000 5,000, but now they have been gifted not only by them pursuing it.

**TL** Terence Winslow, LSSBB

51:12

Not only by them starting their companies, now, they have truly become what we all know, we would want to teach the other people, and now we have them not not as just examples, but they are still entrepreneurs, so as their businesses start to still like the Elon Musk or the Jeff base souls of the world. They are the people we can go to for funding or go to to support the program and we do not have to beg everybody because they truly have the financial resources. They truly have the business acumen and they know they must pay it forward because it was given to them.

**SH** Sam Harrell

51:57

Very nice. Well, I appreciate gentlemen. I am working on the business plan right now, so I am happy to get back to it. But this has been very informative, very exciting. I commit to you right now that I will be on your Friday calls about this time every Friday, is that it? Okay. I will put that in my calendar to make sure this is a routine for me. So I do look forward to it and please feel free to reach out to me for any questions you may have. The right you. If you think I may have the answer, please feel free to to contact me either via my phone or email or text message, whatever the case may be when you make sure everybody has my contact information. But yeah, thanks again, I I do appreciate it so much and thank you for your patience and I and listening to me.

**Wayne Lyons**

52:50

Yes, sir. And I just had 1 last question for the group and feedback on the recording and how we want to present it to our audience, whether we want to chop it up and maybe agree on some key main points that we want to highlight as a highlight or do we want to record the whole call and put it on Youtube or what is the best way? Would you guys like to present these calls back for the playback? How do you guys want to?

**SH** Sam Harrell

53:14

Well, it is if you do not mind my suggestion, it sounds like Mr. Winslow and you, Mr. Winslow has a.

**TL** Terence Winslow, LSSBB

53:22

Terence, Terence, Terence, Sam, I am Terence to you, brother.

**SH** Sam Harrell

53:25

Call me Sam.

**TL** Terence Winslow, LSSBB

53:26

I am too young to be called Mr. by somewhat 20 years.


**SH** Sam Harrell

53:29

I am on.

**TL**



 Terence Winslow, LSSBB 53:29

My senior.

 Sam Harrell 53:30

I am too young as well. So call me Sam, okay?

 Terence Winslow, LSSBB 53:33

Yes, sir.

 Sam Harrell 53:35

But yeah, I suggested the 2 of you, Terence and Wayne, get together and decide what you think is appropriate to put into that, that that that write up and it could be the whole thing, but I suggest that because you have the vision, broader vision, Terence, and so I would honor. That would be a good thing to do. Secondly, just so that we can get the boat off off and going. I publish every month. I published a news magazine to the members of the facility access directory, so there is 80,000 businesses right in 90,000 actually that that receive this monthly newsletter, news magazine and 1 of the things I would like to do if we can come up with a proper advertisement, create a banner, a full page advertisement. For free, I will place it in that magazine and we can invite people.

 Sam Harrell 54:34

So now now we are talking about creating a promotional material that we put in a digital magazine and invite people to join this this this network. And so that is something I will put in front of you. It is that you can take advantage of.

 Terence Winslow, LSSBB 54:53

Thank you, sir.

 Wayne Lyons 54:54

Yes, sir. Thank you.

 Terence Winslow, LSSBB 54:55

And Wayne, I see this as transcribing. Again, this is a lot of great data. I yield to you and Tony, because again, I am here to learn from you guys because I feel like I am right in the middle of the millennial in the be baby boomer senior. So I am here as a student. So I always defer to Tony with this tech because he is probably keeping pace faster than me. And what I would say, same thing with you, Wayne, your front lines to the youth, you are probably going to know some of these things more so than what they want versus what I think they want. I am just not as young as I used to be. None of us are, but I am a father removed and I pretend to be. So I yield to you and Tony always on how you want to approach things, how you want to do things.

 Terence Winslow, LSSBB 55:55

I will give you my feedback. But I am usually going to be in consensus just based upon the youth.

 Sam Harrell 56:03

Very good.

 Wayne Lyons 56:06

Yeah. So, Mr. Benson, do you have any feedback on from the first weeks video that we produced and just what do you think about the length of it? I want to move forward.

 Tony B. 56:18

Yeah, definitely. I have not had a chance to get in depth for that, but obviously, you know, we will have to make our cuts and edits for something that is more long form as like this. So, yeah, we can definitely collaborate more on that, but at least, you know, the transcription and other things can get to the internal teams of people that want the full recordings and then, you know, obviously using keynotes and other opportunities to market beyond that, like on Youtube or other social media, I also did add an agenda into the Chat, so. Just kind of following the structure of what we talked about. So hopefully, you know, moving forward at least now we have a clear agenda that can kind of stick to and then just go over what the specific topics will be that week and who we are introducing so.

 Tony B. 57:06

Those are just my last closing remarks. So thank you gentlemen again for your time. Appreciate.

 Sam Harrell 57:12

Thank you.

 Wayne Lyons 57:12

Yes, sir, thank you. Thank you.

 Sam Harrell 57:14

And.

 Terence Winslow, LSSBB 57:14

Thank you. Thank you all. Thank you.

 Sam Harrell 57:16

Yep.

 Terence Winslow, LSSBB 57:16

Thank you.

 Sam Harrell 57:18

I look forward to next next next Friday.

 Wayne Lyons 57:20

Likewise, likewise.

 Terence Winslow, LSSBB 57:21


Likewise.

 Wayne Lyons 57:22

And I just I.

 Terence Winslow, LSSBB 57:23

Have a great weekend, gentlemen.

 Sam Harrell 57:25

You as well on.

 Wayne Lyons 57:29

peace and Love Salon.