



# Personal Growth Seminar by Aman Dhattarwal

Special class

Aman Dhattarwal • Feb 6, 2021

## # Mindset →

↳ 1) Time (1:15hr)

↑  
Imp

← (1:30hr) 2) 30 Q's every student must ask himself

3) Investing | Body Language  
↳ Real Estate (Don't read VSA author books)

→ 20-25 min

30min

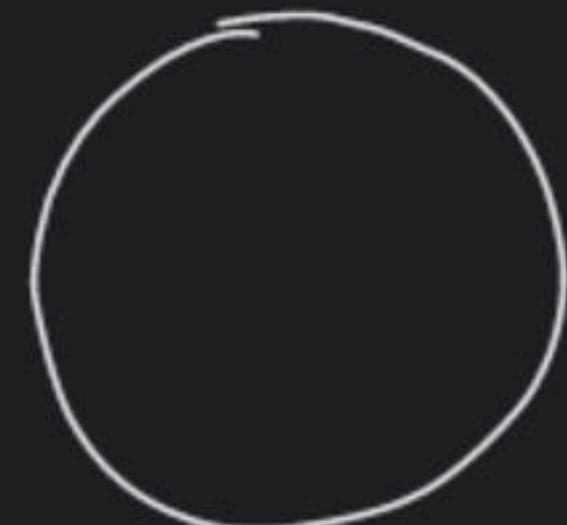
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1997. 99%

Fact #1

39.

97%.



Fact #2

20% (Top) earn > rest (80%)



Fact #3

10 million (1cr) > \$1 million (worth)

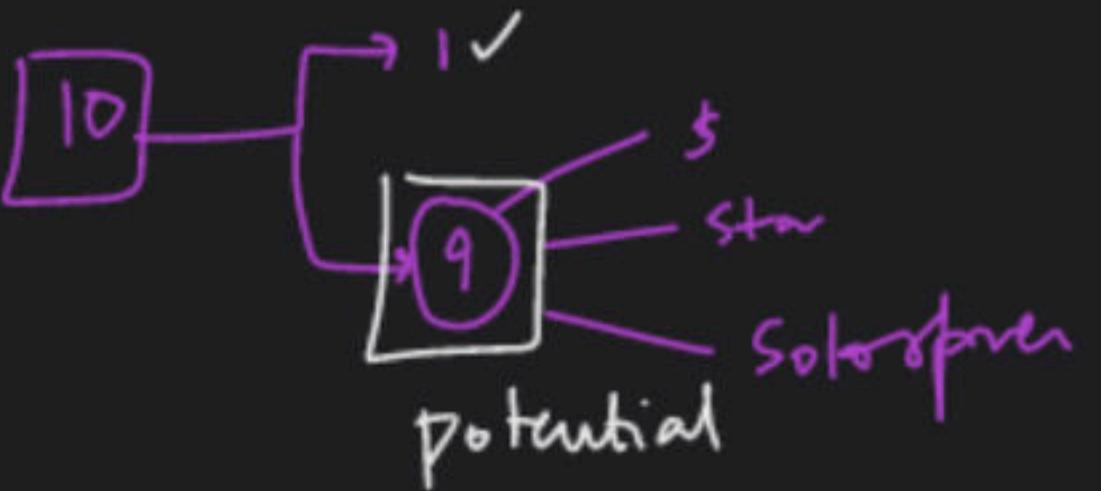
Professionals  
10%

1.2 million > \$5 million (35cr) // worth

2065 Billionaires

70Y [70+ millionair  
every day 10]  
50 25  
2 \$  
✓  
8

6 month \$ — \$



Resea

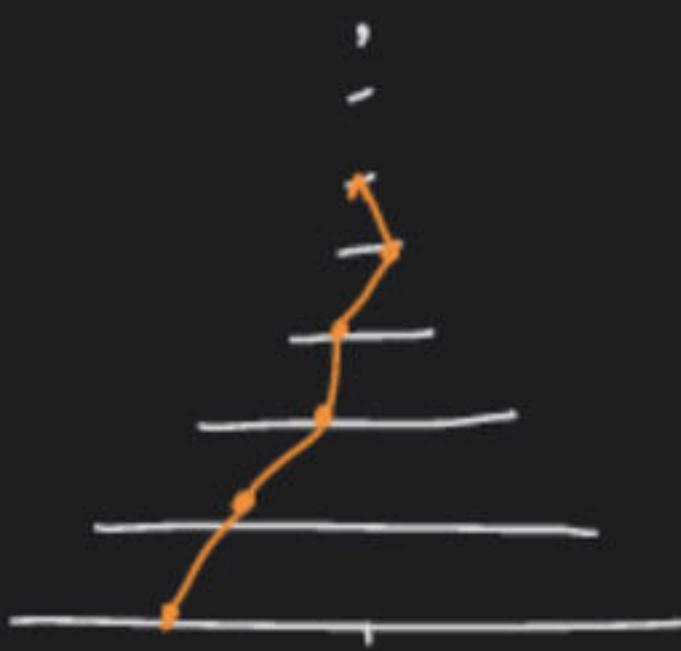
# Most Paid:

Creative thinker

7 days

night day night

6 day



## Kinds of Time

- Communicating, Negotiating & Administrating
- Setting priorities and getting things done
  - With family and friends
  - Setting goals
    - execute
    - 2 hours (example)

Mammals

~~2 hours~~



~~3 hours~~

$\frac{1}{2}$  hours



1<sup>st</sup> → \$ (Coding)

8 (1.25cr)

2014 (NSV7)

4<sup>th</sup> year →



26  
\$ Million

92%

Research : Write (10x more rich)

- What do you really want in life? (be specific)
  - 1) Money ✓
  - 2) Car ✓
  - 3)
  - 4) 5-6 (1 month) (10 things)
  - 5) 1 lakh km road trip (1 year)
  - 6) (1 yr) cost
  - 7)

- What do you really really want?
- What do you really really really want?
- What do you really " " " really want?

Find your ~~purpose~~ (real)  
~~passion~~

30,000  
↓

300

31w

3000

30a.c

30,000

✓

#

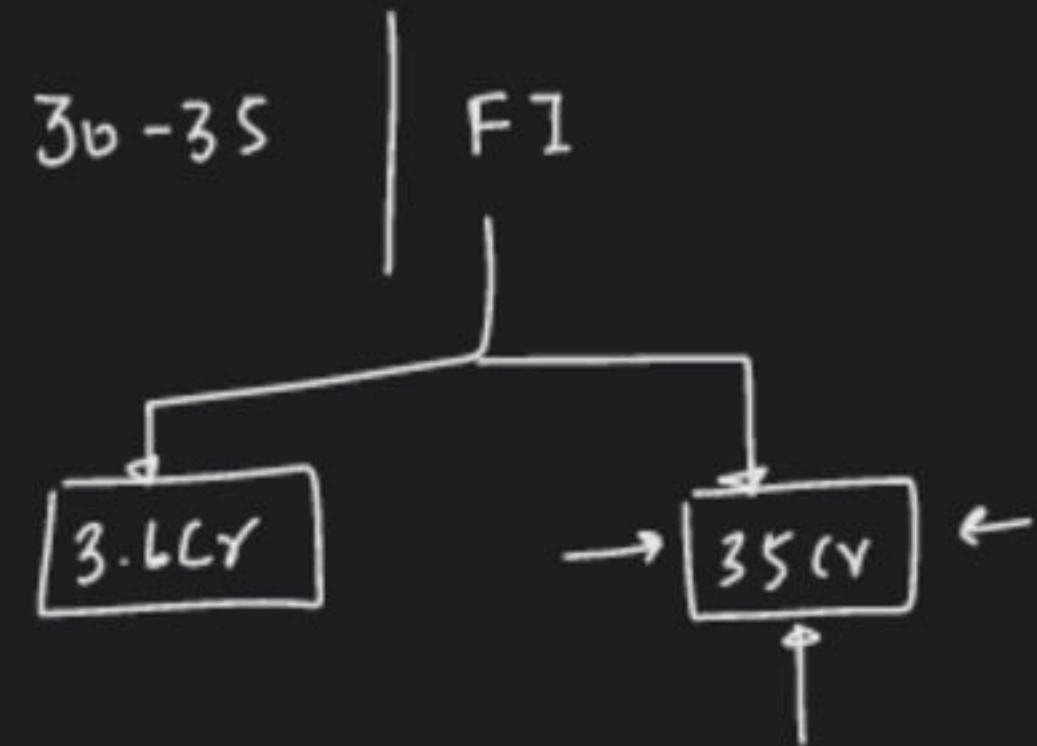
5 lac jutta  
↳ purpose

# Bike 42 lac

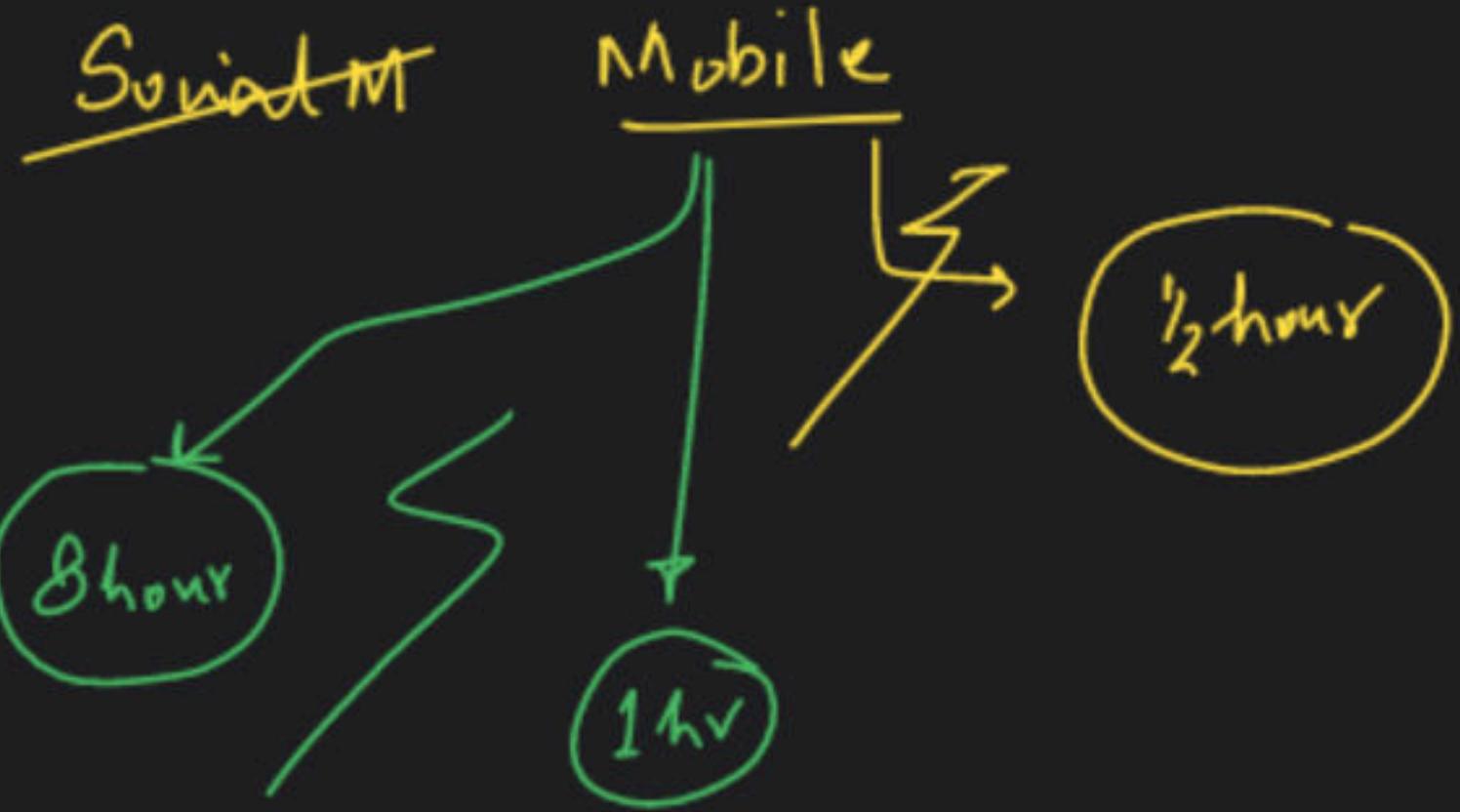
Real reason

- 1) Brand ✓ ✓
- 2) Easy ✓ ✓
- 3)





- Each activity & responsibility requires different approach to time.
- Different kinds of time - Oil & water - Don't mix together.
- Quality of Life - Manage time  
Richest man also has 24 hours! Way of execution makes all the difference.



creative.

Highest paid skill - Ability to think

"Thinking is the hardest work there is, which is why most people would rather die than think."

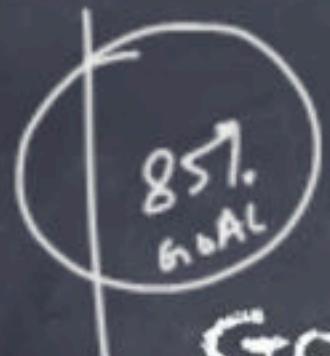


Most people live in Reactive - Responsive mode that is they react automatically without thinking.

\*Stop & think before you react & respond.\*

Success - How you respond to the challenges in you life.

"Response Ability"



## Goal Setting Time & Strategic Planning

### (Most Imp. types of TIME)

- Difference b/w Rich & poor:
  - 85% of wealthy people - Working on that 1 Big goal all the time.
  - 3% of poor people - Occasionally work on a goal.

1

2

3

4

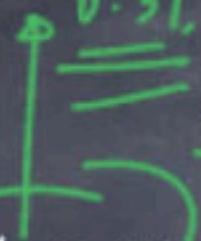
5

1) Kaam →

2) Family

3) Bhaad ਭਾਦ

109. (proof)  
0.39



## 1 Percent Vs 99 percent

- TOP 3% owns or control more wealth than everyone else put together.
- Real difference between the TOP 3 % and the other 97 %
  - Clear \$written goals, Plans and work towards it daily.
  - Know who they are, what they want and has a blueprint or a road map to their goals.
- These people earn 10 X other people with same intelligence and education.

fact

(4)

## HOPE IS NOT A STRATEGY



A hunter goes for hunting in a forest. He closes his eyes and shoots his rifle. He says, "I surely hope something good runs into that."

- Take time off from distractions - goal set & personal strategic planning
- Ask Yourself - "Who am I?"
  - You are unique & extraordinary!
  - Your experiences shaped you!

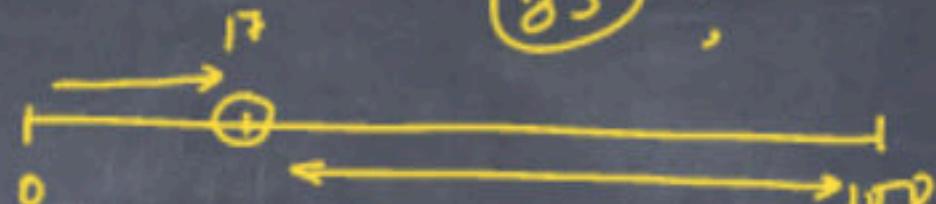
\*Batyraffam



## Experiment:

- Imagine you could have a magic wand & make your life ideal in every way. Ask yourself:
  1. What do I **really** want to do with my life?
  2. What do I **really, really** want to do with my life?
  3. What do I **really, really, really** want to do with my life?

(23) ?



## STRATEGIC PLANNING:

1. Where am I now in my life? ↗
2. How did I get to where I am today?
3. Where do I want to go in future? ✓
4. How can I go from where I am to where I want to be?

(23)

• 10 M millionaires, 2K billionaires -

- 66% self made & 10% professionals



- A/B method technique by Brian Tracy:

- A tasks: activities that move you closer to your goals!
  - B Tasks: Activities that do not move away from your goals!
- 
- Do only A tasks

- Steps for goals setting

1. Decide what you want.
2. Write it down.
3. Set deadlines. (Break it down into years, months, weeks)
4. Keep thinking until you can't think of anything else.
5. Organise by sequence.
6. Take actions
7. Do something everyday that moves you towards your goal.



A

all work

+ve

towards

your  
goal

B

all work

-ve

bundles

10

R $\Sigma$



Load

down

Payment



$x$

$y$



## "MOMENTUM PRINCIPLE OF SUCCESS"

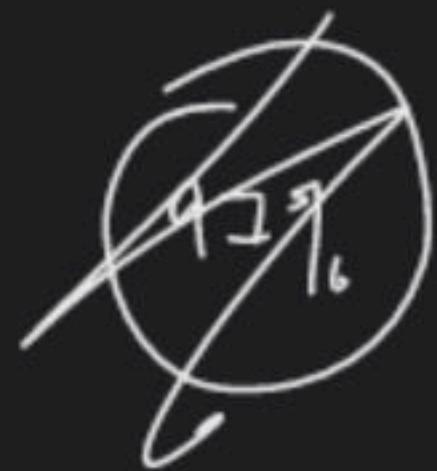
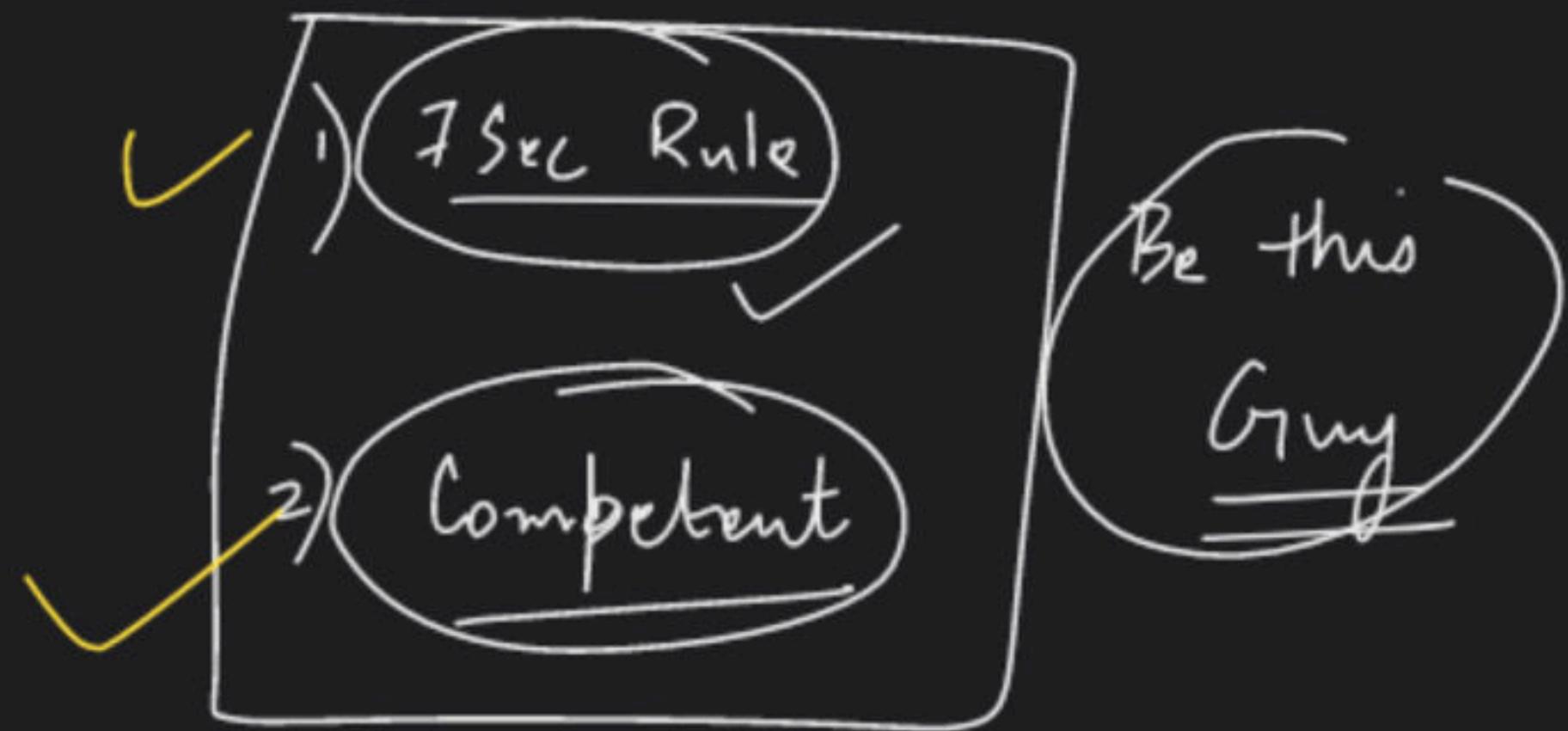
- Major definite purpose: You become what you think about most of the time.
- Law of attraction: Activated! Attract whatever helps you manifest your goals



## Getting more done!

- Clarity, Focus & concentration
- Ask, "What results are expected out of me?"
- Personal brand- determines much of what happens to you in your life & work.





1)

Listener

Spatial

2)

Speaker

- When you meet someone for the first time:

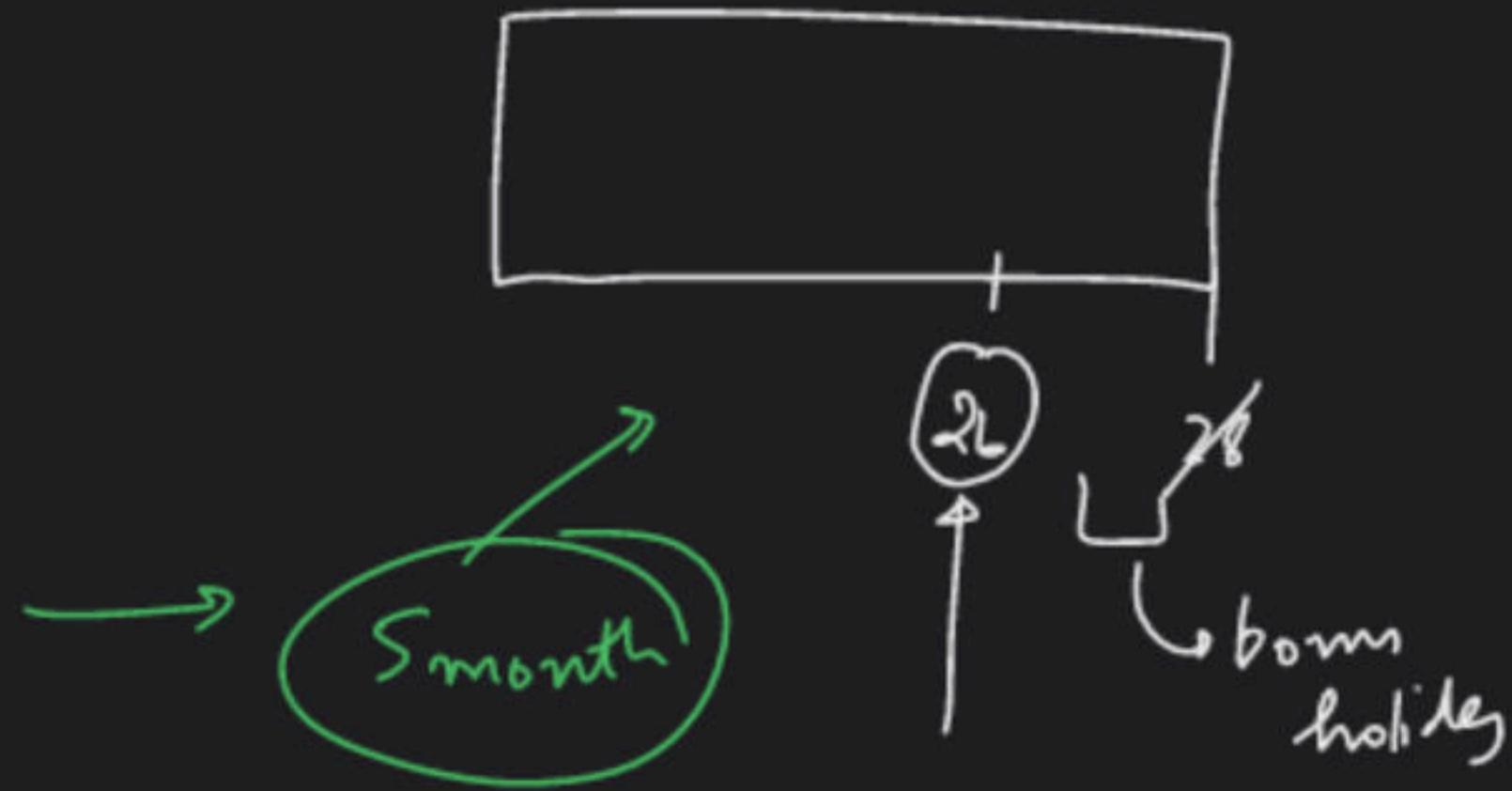
- Warmth & trust
- Competence & ability

If warm but non-competent:

- People will like you but also pity you.
- They know you have limited future and you are a non-winner.

Strong

- This pandemic is “The curse of electronic interruptions”. —
- According to Robert Half International, 50% of each workday gets wasted in activities which is no value to the company.
- An adult spends 3.5 hours/day checking apps, emails & texts - continually distracted, less work done and gradually dreams fade away



## Work world

- School:

- scared & insecure - find friends - play games and learn - school is fun place - primary play place

- College:

- friends - work enough to avoid being expelled

- Job:

- Co-workers - new environment reminds you of school - primary play place for adults (Workplace)

- 1) Kaam ✓
  - 2) Family ✓
  - 3) Bhaad
- 
- 1) Parent (100%)
  - 2) Self
  - 3) Sibling
  - 4) Wife/Husb.
  - 5) Friend (1)

## Social media disease

### Instagram Reel |

- Never check emails in the morning
- Brain becomes fatigued - continually responding to emails & messages.
- Work time- Productive time, No play time
- Ask yourself - Is this what I have been hired to do?  
\*\* Rule of success at work: Work all the time you work.

Turn off the notifications - every time you hear them - Dopamine jolts- distraction from work

450



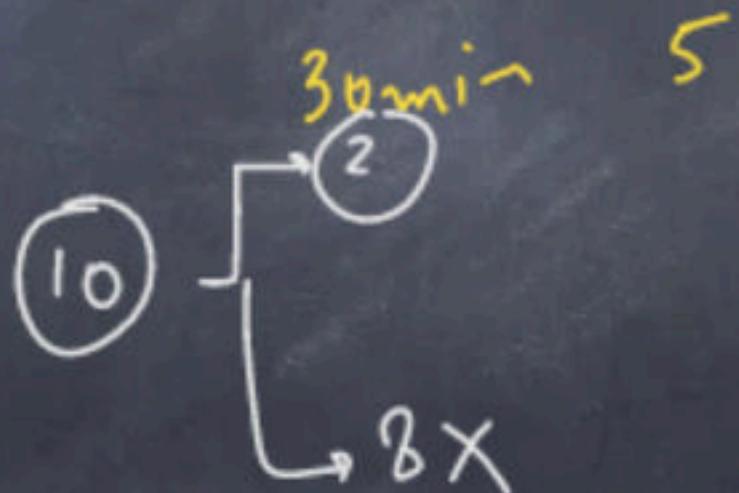
- o One work at a time
- o 17 minutes to refocus after getting distracted.
- o concentrate until work is done.

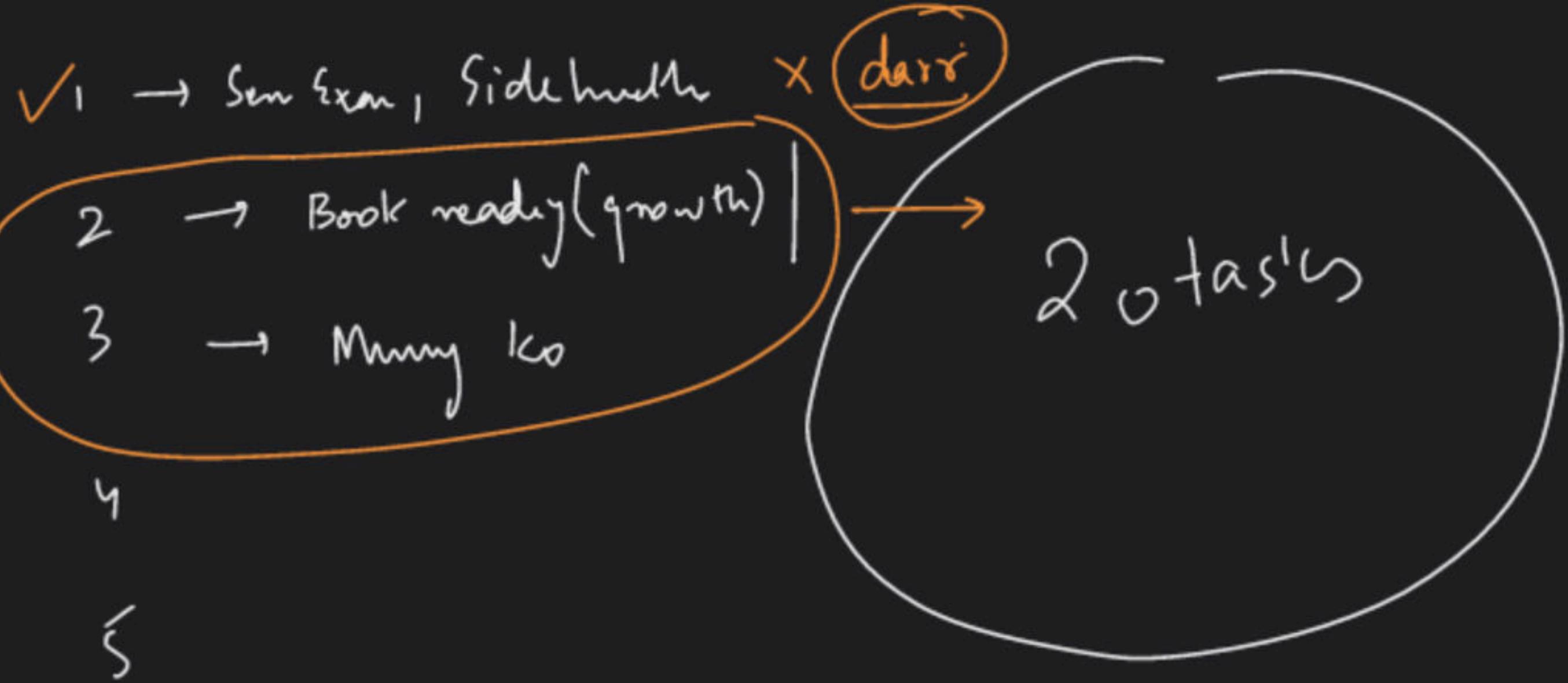
Task shifting is Multi tasking



### Techniques to improve productivity

- ✓ o Make a list before you start your day. x 12
- o Set priorities. Apply 80/20 rule.
- o Number the tasks by 1, 2, 3, 4, 5,
  1. highest consequences
  2. mild consequences
  3. nice to do but no consequences
  4. delegate to someone else
  5. Eliminate. won't make any difference
- o Increase Return of Energy - Invest your time just like money.





1 hr → 5-7 km

+

10 hr →

- Only 3 tasks will account for 90% of value of contribution to yourself.
- Work on those 3 tasks - do fewer but the most important ones.
- Most valuable financial asset - earning ability
  - appreciating & depreciating
  - upgrade knowledge skills
- Top 20 % - Lifelong learners
- magic nos. : Invest 2hrs/day & 5days/week and learn new skills
- Work @ "You, Inc." : Self employed - President of a personal services corporate with 1 employee, you, and 1 product to sell, your own personal service.

2



- ⦿ Your spare time is the by product of your life

- Discovery of Aspirin: By product of large quantities of acetylsalicylic acid in crystal powder piled in large heaps. Workers eating down a handful of powder as it worked as a great pain killer. Bayce got to know that the Aspirin is more profitable than the main product.
- People don't plan to fail, they just fail to plan.
- Top 20% in any field can earn 80% of the money paid in that field.

- 2 types of creativity:

- Integrated
- Original thoughts

- Enemies of creativity:

- Comfort zone →
- Helplessness
- Fear of failure/rejection

1  
2  
3  
4

Iz



- Psychomotor activity: activating whole brain into focusing on a single point for some time
  - While writing
  - solving any problem

- Occam's razor:
  - The most likely solution to any problem is the easiest of all solutions available.
  - Find your constraints, question them.
  - Many people make excuses and fall in love with these and shut down problem solving capabilities.
- 
- Ask:
    - Anyone in my shoes doing better?
    - Anyone with less resources facing the same issues?

- Problem Solving:
  - A goal unachieved is merely a problem unsolved
  - Think about GOALS, SOLUTIONS
- Society's problem: Economic gap Skills gap
  - Use your spare time to learn more skills



- o Major Time Wasters

- Mobile phones
- Unexpected visitors
- Emergencies
- Procrastination
- Socialising
- Indecision & delay

- Law of the excluded alternative: Whenever you choose to do a thing, choose not to do anything else.
- Creating Time: Everyone has 4 ideas every year that can make them a millionaire.
- Everyone is born a potential genius.

- Assume there is always a Solution. Avoid giving excuses.
- Write down several solutions.
- Ability to solve problems - defines how high you rise.
- Be solution oriented

**1. What do you believe in  
the most?**

**2. If forgiveness was essential to breathing, how often would you choke?**

**3. Do the world offend you  
or amaze you?**

**4. The emotion you hide  
the most from the world?**

**5. If you could design a menu for your life, what all would it include?**

**6. If you could only see or hear  
for the rest of your life,  
which sense would you pick?**

**7. If your life was a cycle of seasons, which season are you in now?**

**8. What makes life worth living for you?**

**9. If you had courage to share something you haven't ever before, what would you share?**

**10. If now was forever,  
would it be enough?**

**11. Did you not always know  
you would end up here?**

**12. Which thing inspires  
you the most?**

**13. What do you learn  
from your life?**

**14. How do you want people to discover you long after you are gone?**

**15. What do you not have  
that you really want?**

**16. What saved you?**

**17. What return gift would you ask for from the world you're living in?**

**18. What was taken from  
you but never returned?**

**19. What do you most  
need encouragement for?**

**20. Which goodbye will be  
the hardest for you to say?**

**21. How can you help make  
the world a better place?**

**22. What do you  
represent?**

**23. What problem of yours  
would you like to solve?**

**24. What lesson in life took you the longest to learn?**

**25. Who would you want to  
be a witness to your life?**

**26. Do you feel like you  
belong somewhere?**

**27. When was the last time you wished for something to last forever.**

**28. Are you successful?**

**29. In the world where everyone  
is selling something, what do you  
want to buy?**

**30. What is the one thing you  
are in denial about in your life?**

**31. How would you introduce yourself with love?**

**32. Tell me about an assumption you made and it was proven wrong.**

**33. What does pain that no longer hurt change into?**

**34. What lie has convinced you enough to live it like a truth?**

**35. What is your favourite word?**

**36. If love is the answer,  
what is the question?**

**37. What should have changed you but did not and what shouldn't have but did?**

**38. What would happen if love  
and trust switched roles for a day  
in your life ?**

**39. If you were handed an envelope with the date of your death inside, and you knew you could do nothing to alter your fate, would you look?**

**40. On a scale of 1 to 10, how much have you loved others and yourself?**

**41. Are you grateful to your pain  
that it chose you over everyone  
else?**

**42. So far, in the gallery of your life, are you the art, the artist or the visitor?**

**43. What makes you feel  
more loved?**

**44. What happened to  
you?**

**45. How do you deal with silence?**

**46. What is one thing that you need to unlearn?**

**47. What doesn't affect  
you anymore?**

**48. Do you feel okay?**

**49. What makes you cry?**

**50. What is the worst thing  
that could happen to you?**















