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INTERNET LINKS*:

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LINKS IN THIS DOCUMENT:

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* If prompted for a password, use the password that was emailed to you.

PG-1-9-1-1 Means PG **SEMESTER 1 **CLASS 9** **TOPIC 1** EXERCISE 1

WORKBOOK FOR PERSONAL GROWTH SEMESTER #1 & CLASS #9 (ALSO CALLED PG-1-9***)

3 TOPICS COVERED IN THIS LESSON: (Brief Recaps in Brackets. Click the text to jump to the page in this workbook where we cover the Topics).

- 1** [PG-1-9-1: THE MOST IMPORTANT EXERCISE IN THIS MBA DEGREE PROGRAM](#) (This is the big one! Please take this exercise very seriously. Thanks.)
- 2** [PG-1-9-2: WHY YOU SHOULD TAKE EVERY MEETING \(YES YOU DO HAVE THE TIME\)](#) (Give with your heart and help everyone that asks you for a meeting and I promise you that you will receive way more; we discuss a few examples that changed my life.)
- 3** [PG-1-9-3: HOW DO WE GET THESE NETWORKING MEETINGS?](#) (Strategies on getting meetings.)

Please have this workbook open during the PG-1-9*** lecture and fill in the blanks or answer the questions in this workbook when Chris asks you to do so during the live lesson (or during the replay of the live lesson). The homework for all lessons is always listed on the last page.

If you are watching a live version of this lesson, please let Chris explain the concepts and then we will have many opportunities for live Q&A when he mentions: “Does Anyone Have Any Questions?” You can also ask Chris questions about the concepts taught in this class during his weekly *For MBA Degree Program Students Only Weekly Q&A Webcast*, which is available at the following [link](#) using the password that was emailed to you.

Please note that after the class is finished, Chris will direct you where to go online in order to take a quiz based on the concepts taught in PG-1-9. If you can’t watch this class live, then Chris’ team will have an edited [replay](#) of the lesson online within 30 minutes of the end of Time Zone 2’s class.

TOPIC 1 OF 3: PG-1-9-1: The Most Important Exercise in this MBA Degree Program
The exercise is actually on the next page.

Optional: Type your notes for Topic #1 in this box:

Optional: How can you apply what you have learned about Topic #1 today to enhance your career (or to make you happier and more successful in general)?

Optional: Type a question(s) below that you want to ask Chris on the live webcast about Topic #1. If you are watching the live webcast of this lesson, after Chris finishes discussing each Topic, he will say “Does anyone have any questions about Topic #1. At that point you can copy and paste the text that you type below into the YouTube message box to ask him a question. If you are not on the live webcast, you can also ask him your questions during the [MBA Only Students Office Hours Webcast](#) (use the password that was emailed to you). Before asking the question about Topic #1, please look at the first page of this document to see what he will discuss in Topic #2 and Topic #3 (in case your question will be addressed during Topic #2 and Topic #3). Thanks:

EXERCISE PG-1-9-1-1 for Topic 1: The Most Important Exercise in this MBA Degree Program

I am begging you (because I care deeply about your career) that you take this exercise seriously. Thanks

When Chris asks you to, please enter the name of 3 people that you will contact today after class is over on LinkedIn via InMails.

Person #1 of 3 to contact:

What do you have in common with this person?

Person #2 of 3 to contact:

What do you have in common with this person?

Person #3 of 3 to contact:

What do you have in common with this person?

TOPIC 2 OF 3: PG-1-9-2: Why You Should Take Every Meeting (Yes You Do Have the Time)

Optional: Type your notes for Topic #2 in this box:

Optional: How can you apply what you have learned about Topic #2 today to enhance your career (or to make you happier and more successful in general)?

Optional: Type a question(s) below that you want to ask Chris on the live webcast about Topic #2. If you are watching the live webcast of this lesson, after Chris finishes discussing each Topic, he will say “Does anyone have any questions about Topic #2. At that point you can copy and paste the text that you type below into the YouTube message box to ask him a question. If you are not on the live webcast, you can also ask him your questions during the [MBA Only Students Office Hours Webcast](#) (use the password that was emailed to you). Before asking the question about Topic #2, please look at the first page of this document to see what he will discuss in Topic #3 (in case your question will be addressed during Topic #3). Thanks:

EXERCISE PG-1-9-2-1 for Topic 2: Signing Up for the Premium LinkedIn Account

For this exercise, please follow what Chris shows you in the lecture in terms of how to get your 1 month free of a premium LinkedIn subscription.

TOPIC 3 OF 3: PG-1-9-3: How Do We Get These Networking Meetings?

Optional: Type your notes for Topic #3 in this box:

Optional: How can you apply what you have learned about Topic #3 today to enhance your career (or to make you happier and more successful in general)?

Optional: Type a question below that you want to ask Chris on the live webcast about Topic #3. If you are watching the live webcast of this lesson, after Chris finishes discussing each Topic, he will say “Does anyone have any questions about Topic #3. At that point you can copy and paste the text that you type below into the YouTube message box to ask him a question. If you are not on the live webcast, you can also ask him your questions during the [MBA Only Students Office Hours Webcast](#) (use the password that was emailed to you). Thanks:

EXERCISE PG-1-9-3-2 for Topic 3: Setting Up A Meeting to Mentor Someone

This exercise will give you the most pleasure and peace of mind and fill your heart up with love and happiness:

- 📌 I want you to find someone and mentor them.
- 📌 It can be a younger cousin who is going down the wrong path in life.
- 📌 It can be one of your employees that you don't know that well.
- 📌 It can be a random email from someone that you received a while ago asking for help that you never bothered to answer. Reply to that email today.
- 📌 Start mentoring them and many others as it will help you in so many ways. It will make you feel amazing – like the high you get and feel when you are leaving the gym.
- 📌 It will also help to remind you of what your core values are and what your recipe for success is as you will more likely be able to practice what you preach after these M.O.O. Meetings (Mentoring of Others Meetings)....catchy name eh! ...because I want you to remember this forever :)

EXERCISE PG-1-9-3-3 for Topic 3: Finding People that Achieved Your Work, Education and Personal 10-year Goals

You created your 10 Year perfect resume earlier in this MBA Degree Program. I want you to find people using LinkedIn that are living your 10-year dream and look at what they did in between to achieve that dream. Copy them. Also ask to meet them.

Break up your simple perfect 10-year resume that you created in into 3 parts. Meaning your work, education and personal (the 3 sections on your resume).

Network to meet or speak with people that achieved your goals in each category.

This means people that achieved your 10-year **Work** goals.
In addition, meet people that achieved your 10-year **Education** goals.
Lastly, meet people that achieved your 10-year **Personal** goals.

They are living your dream in 10 years today! Who better to ask on how you can achieve these goals than them? They will feel flattered when you ask them for help.

There are many people that want to help you on LinkedIn and all you have to do is search for them using the advanced search strategy we spoke about in great detail earlier in this course. Please don't forget to search and find **something in common** with these people so that your **short inMail** is optimized.

Please keep in mind the exercise that we did in the cover letter lecture earlier when you thought of the future you getting asked by the present you for a meeting.

There are so many people that have your dream resume in 10 years that want to help you. Many of them got there by having a big heart so ask them! They were you one day. They don't forget how hard it was for them and they will appreciate how hard it is for you. Contact them. Why? Because nobody else will.

HOMEWORK

After this lecture, please complete the quiz associated with this lecture at this [link](#)* within one week of the day that you took this lecture. Thanks

Also, if you haven't completed all of the exercises in this workbook, then please do so for homework (complete them all within 7 days please).

* If you can't see the quiz link, please refresh the link within 5 minutes after class has been completed thanks.