

Speed Learning Made Simple Teleseminar Notes

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You are a potential genius!

You have the ability to learn and remember at two times, three times and five times your current rate. You just need to learn how.

Learning is like riding a bicycle; once you master the process, you can do it over and over, easier and easier.

The more you learn the more you can learn, like a muscle. Your learning ability increases in strength the more you use it (but if you don't use it, you lose it).

Your brain contains one hundred billion cells; each connected and interconnected to twenty thousand other cells. The possible numbers of thoughts you can think is the number one followed by eight pages of rows of zeros, more than all the molecules in the known universe.

Your IQ is malleable over 25 points. This means that you can increase your brain power from average to extraordinary, and even into the genius range, by "pumping mental iron." I called this the "Schwarzenegger Effect." When you look at Arnold Schwarzenegger with his big muscles, you don't attribute his body building success to luck. You know that he worked out strenuously on his body for many years to develop that physique.

Your brain is the same. Just as your muscles get bigger when you work out and put a strain on them, your brain becomes stronger and more brain cells are created when you concentrate and stretch your thinking ability.

Definitions of Intelligence:

1. Intelligence is a way of acting. If you act intelligently, doing things that help you to achieve your goals, you are using your brain at its highest potential level.
2. Intelligence is the ability to improve things. Your ability to find ways to do things better, faster or cheaper is a hallmark of great intelligence.
3. Intelligence is the ability to solve problems effectively. You become an excellent problem solver by focusing on the solution rather than the problem.

You are a potential genius in one or more areas of your different intelligences. According to Howard Gardner at Harvard University, you have several intelligences, any one of which can enable you to achieve greatly.

1. Verbal – This is a facility with words and word meanings, the ability to write things out clearly and to speak well. You see this form of intelligence in people who are top selling authors, poets and script writers for movies, plus actors, politicians, salespeople and speakers.
2. Mathematical – This is the ability to work well with numbers, a requirement for people in economics, accounting, engineering, science and other areas.
3. Musical – This type of intelligence is most often demonstrated by people who are extremely good at creating and playing music, and singing.
4. Athletic/kinesthetic – Some people are natural athletes, with the ability to perform at excellent levels in certain sports.
5. Interpersonal – Often called “social intelligence”, this is the most important intelligence for success in the modern world, and the highest paid of all intelligences. It is the Ability to get along well with others- salespeople, politicians, etc.
6. Intrapersonal – This type of intelligence is demonstrated when you have a good sense for yourself, and for what you want, think and feel. This is a common intelligence of leaders in every area. They know and trust themselves.
7. Artistic – This is the ability to perform well as a painter, sculptor, designer, architect, or anything that requires the ability to create objects for other people to see.
8. Visual/Spatial – This is the ability to see special relationships among items, such as those by architects, engineers, builders and so on. It is also the ability to perceive depth, distances and relationships between objects.
9. Entrepreneurial – This is the ability to see opportunities for making money in a competitive economy by combining products and services together that can be sold at a price that is much higher than the cost of the individual ingredients.
10. Abstract – This is the ability to see relationships between unrelated objects, demonstrated by Einstein when he imagined riding on a beam of light and developed his theories of relativity.

The only two intelligences that are measured in school are verbal and mathematical. But you can be a great success and achieve every goal in your life by recognizing, identifying and developing your special area of intelligence.

If you gave yourself a grade of 1 to 10 in each of these areas of intelligence, you would develop an intelligence profile, a clear idea of your special combination of intelligences.

Most entrepreneurs and salespeople do poorly in school. They have the equivalent of ADD or ADHD in children. Their minds are moving so rapidly that they have a hard time paying attention to teachers. They act out in class and often get graded badly for their behavior. This just means that standard teaching methods, focusing on rote learning of verbal and mathematical subjects is not stimulating or appropriate for entrepreneurs and salespeople.

Many of the wealthiest and most successful men and women in America have been diagnosed with dyslexia and other learning disabilities. Nonetheless, by maximizing their personal combination of intelligences, they have gone on to accomplish great things.

Requirements for Rapid Learning:

1. You must have an intense desire to learn a particular subject.
 - a) It must be relevant to your life
 - b) It must be applicable to your immediate situation
 - c) It must be taught by an expert and be believable
 - d) It must be fun. Learning must be enjoyable
2. You must be in a learning frame of mind.
 - a) You should be rested, relaxed with no stress, having plenty of sleep
 - b) You should be well fed, with nutritious foods
 1. Your brain consumes 20% of your calories
 2. Eat brain foods – fish, vegetables, nothing fried
 3. Take Omega-3, vitamin and antioxidant supplements
 4. Drink lots of water (brain = nuclear reactor)

c) Get lots of aerobic exercise – engorges your frontal lobe with blood and increase your ability to learn and memorize, increases brain cells.

3. Use your three learning modalities:

a) Visual – 22 times the nerves from the eye to the brain as from the ear to the brain.

b) Auditory – learning must be clear, with discussion, review and explanations

c) Kinesthetic – moving around, standing up, and trying things out.

When you write something by hand, you activate your visual, auditory and kinesthetic learning modalities all together.

4. Create a good learning environment:

a) You need a room where you can be quiet and uninterrupted

b) Play gentle, classical music in the background

c) Resolve to study in 2-3 hour blocks

5. Pay attention to what you are learning

a) Resolve to listen carefully to new information

b) Imagine it is something very important

c) Imagine that you will be required to report back on what you heard.

How to Remember Names:

1. Make a decision – resolve that you will remember

2. Listen carefully to the name – as if it is very important

3. Repeat it back to assure clarity – aloud and to yourself

4. Associate the name with something familiar:

a) Other people with the same name

b) Facial characteristics, eyes eyebrows, hair and mouth

5. Ask how he/she spells their name
6. Does he/she know the origin of their name?
7. Jot the name down on a notepad – Jot details on their business card

How to Read at 1,000 Words Per Minute:

1. Speed reading is a learnable skill (Evelyn Wood)
2. Use the OPIR Method – With books of all kinds
 - O = Overview: Front, back, inside cover, table of contents
 - P = Preview: Read it through quickly, turning pages rapidly
 - I = Inview: Read the book completely from cover to cover
 - R = Review: Flip through to reread noted parts
3. Read with a red pen, mark it up throughout in the margins
4. Dictate your noted parts: have them typed.
5. Review: After one week - after one month – after six months – after one year
6. Use your hand like a windshield wiper under the sentences.

How to Learn a Language

1. Best language learning materials are available today
2. The language must be relevant and applicable to your life
3. My own story – I started with “Made Simple” books
 - a) Learn every vowel and consonants – pronunciation!
 - b) Learned salutations, numbers, common questions, phrases
 - c) Studies for 2-3 hour uninterrupted blocks
4. 1,200 words in any language = 90% of conversations

5. 4,000 words = 95% of conversation = functional fluency

a) Resolve to learn five words per day

b) Write them down, repeat them, and combine them

6. Rapid learning method: Associate every word with something funny, ridiculous or sexy.

7. Listen to language audio programs in your car – start, stop, repeat, recite aloud.

8. Get a tutor – for conversation – once per week

9. Write out complete sentences and memorize them.

10. Talk to yourself in the language

Learn How to Memorize

1. Resolve in advance that you can and will remember

2. Pay attention – repeat it over in your mind

3. Use a mnemonic – visual or rhyming – list of items

1 = Gun

2 = Shoe

3 = Tree

4 = Door

5 = Hive

6 = Sticks

7 = Heaven

8 = Gate

9 = Tine

10 = Hen

4. Sing a list of items to a common song

a) Twinkle, twinkle little star

b) Happy Birthday

5. Go through the alphabet to trigger your memory of a lost word or name

Accelerate Your Speed of Learning and Retention:

1. You learn best at the beginning and end of a learning session, when you are most alert

2. When you study a subject before going to bed, your subconscious mind processes and internalizes what you have learned while you sleep

3. Use affirmations: "I can learn this!" "I learn and remember easily and well."

4. Visualize – Create a clear mental picture of yourself using what you have learned

- Roll your eyes upward with a new fact to lock it in

5. Practice – Use your new information as quickly as possible

6. Practice dual-plane learning – as you learn, imagine teaching the subject to someone else simultaneously

7. Practice repetition, over and over, the mother of learning

Summary

To repeat, you have the ability to learn any subject that you need to learn to accomplish any goal that you can set for yourself.

Peter Drucker once said that, "The only skill that will not be obsolete in the 21st century will be the skill of learning new skills."

Turn yourself into a "do-it-to-yourself" project. Select the one skill that can help you the most in your life and career at that time, and dedicate yourself to becoming better and better in that area.

Read 30-60 minutes each day in your field. This will amount to one book per week, 50 books per year and 500 books in the next ten years.

Listen to educational audio programs in your car. The average person sits behind the wheel 500-1,000 hours per year. This is the equivalent of 3-6 months of 40 hour weeks. It is the equivalent of 1 – 2 university semesters.

Become aggressive about learning. Attend seminars in your field given by experts. Take careful notes. Use the material that you learn as soon as you learn it.

And finally, use the miracle of the Internet to learn new subjects, anytime, anywhere, at your convenience. Internet learning is becoming the great miracle of success in the world today, take advantage of it.