

Critical, Necessary Skills for the 21st Century

Learning **For** **Profit**

**Move ahead faster than you've
ever dreamed possible!**

Daniel Sitter

LEARNING FOR PROFIT

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Second Edition

Special Preview Edition!

The actual book, only shorter.

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Before You Embark On This Journey...

Dear Friend,

I call you Friend because even though I don't know your name or you personally, I feel that we share a kindred spirit. I had come to a point in my life several years ago where I realized that one must continue to learn new skills in order to financially survive in our fast-paced, ever-changing world. The need for learning is greater than ever, but where do we find the time to read and study? We are all so busy. I genuinely appreciate you for purchasing this e-book and desiring to make a difference in your life. You finally have the "users-manual" you've needed for years!

I have found it more than interesting that the word "earn" is a substantial part of the word "learn." That is by no accident. You cannot separate the two. Both concepts are intertwined and share a direct, unique relationship. Learning is indeed profitable.

This, of course, is an e-book. I realize that you can read this on your computer, but I recommend that you print it out first so that you can highlight phrases and topics as well as make notes on the pages. In fact, I have already highlighted some words and phrases for you. You are encouraged to draw pictures, make notes in the margins and make additional highlights. We will further discuss the art of effective note-making and highlighting techniques later.

For now, please trust me and print this short e-book so that you can derive the maximum benefit from it. Thank you.

Best regards,

Dan Sitter

Why a Short Book?

Short, thin books...what a great concept! My brief attention span affords me boredom if something tends to drag out! You too? Sound familiar? Who has time for fat, long books!

Short books usually present a core concept with supporting material that you can put to use immediately. I tend to remember most of this material because it's all meat, no filler. Fat books tend to be stuffed with superfluous material whose intent may very well be simply to make the book fatter. Skinny books do not waste space.



I have found the following books particularly invaluable:

- *The Prayer of Jabez* Bruce Wilkinson
- *Giant Steps* Anthony Robbins
- *Chicken Soup For the Soul* Mark Victor Hansen
- *The One Minute Manager* Spencer Johnson & Ken Blanchard
- *Moments for Fathers* Robert Strand
- *The Effective Executive* Peter Drucker
- *As a Man Thinketh* James Allen
- *Who Moved My Cheese* Spencer Johnson & Ken Blanchard
- *Life's Little Instruction Book* H. Jackson Brown, Jr.
- *The Fifth Principle* Michael S. Clouse
- *Opening Doors With a Brilliant Elevator Speech* Jeffrey Mayer
- *Info-Preneuring* Robert G. Allen
- *The Greatest Salesman in The World* Og Mandino
- *The Richest Man in Babylon* George Clason
- *The True Role of a Leader* Paul J. Meyer
- *Fish* Stephen Lundin

There are, of course, many more books in countless categories for every age group and area of interest. These skinny masterpieces, however, are special. I can't possibly recommend them enough. Each has taught me life lessons that will remain in my heart forever. Get them. Read them. Be wiser.

When you **learn how to learn faster**, you can learn new skills to earn more income, faster than ever before! What is presented here are tools and skills, that when mastered, will change your life. How? By **changing how you think and approach learning new skills**. The best part is that learning can become fun, especially when you see yourself achieving immediate and measurable results!

Don't look for filler or fluff. This book is intended to be brief and to the point. Each idea will be presented so that you can begin immediately to practice it. There will be concepts that will captivate you and motivate you to want to learn more. Be aware that there are countless additional books available to you in an endless variety of topics to help you further develop the ideas introduced here. Most of these however, are fat books!



Learn Faster, Change is Coming

Challenges posed by recent economic and market shifts, though predicted for some time, have instigated chaos in the lives of many business professionals and factory workers alike, not to mention just about everyone else who is paying attention. Instead of embracing change and allowing it to fuel creativity and activity, many people allow the very thought of it to cripple them through fear, indecision and inactivity.

Instant world-wide communications have allowed even the smallest changes and the biggest ideas to spread immediately across continents. A new piece of information, transmitted to the world in an instant, can forever change a market, a medical approach, relationships, jobs, products, services or the very need for a product or service. Entire factories and manufacturing processes can be rendered obsolete overnight. Many have been caught off-guard and are not prepared for this escalation and frequency of change.

Many people are entering or re-entering the workforce ill-equipped and under-skilled for the constantly evolving career positions becoming available in our modern economy. Time is at a premium. How does one solve the dilemma of needing to read and study a variety of materials to enable one to be a contributing and valuable employee, while finding little free time to prepare for such a career

shift? There is an urgent need to accelerate the learning of new skill-sets, but how does one accomplish this feat?

What if anyone could learn new material faster than they have ever dreamed possible? What if people could digest change easier and more quickly? Could that have an impact on careers and earnings? Could learning be the solution to the fear of change? If so, then, the ability to learn faster simply makes even better sense.

What does everyone want? We want stability. We want security. We want to get ahead. However, we fear change. In light of these observations, we must diligently seek to maximize every learning opportunity, for therein lies our ability to earn more income, gain career stability and to get ahead.

Unfortunately, there have been very few accessible tools to enable an increase in our learning rate. The educational establishment has been teaching in the same manner for many years, even though the real world has been demanding an upgrade. In my 18 years in the formal education system, not once was any mandatory or elective training offered in goal setting, effective study habits or speed reading. Those wanting more options have been paying a premium for customized educational services through private companies. What other solutions are available?

E-books, for instance, are proliferating at an astounding rate. Everything from fiction to technical manuals is available in this exciting format. Most persons are generally in a hurry, busy with a variety of family and work related tasks, with little time available for reading lengthy, conventional, “fat” books. E-books provide a practical alternative offering the tremendous benefits of value, time savings and convenience.

Audio books are another great source of information allowing us to multi-task. While busy with another activity, we have the ability to listen to the latest advancements in our field, personal development or even learn a new language. There are a variety of available formats: the dinosaur cassette, CD’s and now the MP3 player. I have been listening to audio books for years as I drive, taking advantage of “drive-time university” to further my knowledge and gain information instead of feeding my brain useless material from the radio. Part of my daily workout is a lengthy, brisk walk each evening, where you will find me with my CD player “velcro’d” to my sweatshirt feeding me nutritious “brain food” from a variety of authors and speakers. You can do it too.

Continuous learning is a necessity, becoming more important than ever before. The need to learn faster is rapidly becoming mandatory, as change accelerates around us. Each of us must

adopt an attitude of learning for profit, whereby your accelerated learning abilities enable you to profit in each and every circumstance. Consider subscribing to the theory of life-long learning, where your education doesn't end in high school or even after 2-4 years at college, but continues for life. After all, the entire world and our personal place in it are quite dynamic.

Thanks to technology, each of us has the opportunity to affect an ever expanding segment of the population as well as to be exposed to new ideas and technical advancements from across the globe, all in the blink of an eye. You can count on the fact that this rate of change will continue to escalate and your opportunities will increase. Your ability to take appropriate advantage of these monumental occurrences however, is a function of your ongoing self-education. Quick response to new information is critical. Learning faster is essential.

Available information is now doubling every few years and is increasing daily. Our world will continue to grow smaller. Opportunities abound. If you don't have a plan for continuous self-education and learning at an accelerated rate, you will be left behind.

Intelligence and IQ

Your intelligence, no matter what you may have been told previously, is not fixed. Your IQ can actually increase, even substantially. Your intelligence and IQ can grow! What you have experienced in the past is no indication of what you are capable of! Don't be limited to believing that your past equals your future.

You are a potential genius! The Bible states that God made man just slightly less than the angels. Are you aware of that? It has been asserted that man uses approximately 5% of his brain capacity. What if angels use just 15% of theirs? What could you possibly accomplish if you used just a couple of additional percent of your brainpower? You can do it. You will learn how right here.

Start with your self-talk. What goes on in your head? Do you talk negatively to yourself all day long or do you encourage yourself with confidence? Unfortunately, most of us beat ourselves up badly in this regard, and as a result have little confidence or energy to attempt to tackle new ideas. That has to stop. Catch yourself when you think negatively and replace it with positive self-talk. Tell yourself that you are valuable and capable of learning new skills. Replace the familiar "I can't" with "I can." Say "I will" instead of "I might." Give yourself credit and pat yourself on the back. Don't wait or hope that others will.

The good news is that **you already possess the seeds of greatness**. You already have some of each of the qualities that you most admire in others. Don't ever forget or lose sight of this fact. You are as valuable and significant as anyone else.

Begin each day with an attitude of gratitude and commit to becoming more learned. Say, "Today I am increasing my intelligence one fourth of one percent."

You already have the knowledge of a hundred or more skills, both significant and less significant. You have learned a great deal already in your brief time here on Earth. Walking, talking, bike riding, driving, reading, card games, cleaning, sports and countless other skills are second nature now, but has it always been that way? Of course not. You had to learn these skills and then practice, practice, practice.

Now is the time to accelerate your pace. You will learn much faster and easier than ever before. Every subsequent skill will be that much easier to learn because of your prior learning successes. Soon you will be an unstoppable learning machine, and your earning power will be greatly enhanced as a direct result. The quicker you learn, the sooner you can begin applying those new skills to enhance your earnings ability.

The Slight Edge Formula for Success

Many times, we set out on a self-improvement course of action with literally no idea of how to proceed, with only a loose idea of what we really want to accomplish. Basically, at this point, it's just a dream of a better day. This is actually not what you want; after all, you expect success. You must believe success is possible and probable. Be expectant. Be confident.

Before you begin, sit down and write out your plan of action. Clearly write your goal, your timeframe, identify the specific steps to accomplish during the journey and the obstacles that you expect to encounter along the way. Yes, write this all down. Review it each evening before bed and again when you awaken in the morning. Keep your plan with you at all times and read it aloud to yourself several times during the day. This will imbed it deeply into your subconscious mind where it will steer you in the direction of your goal.

Jeff Olson promotes the Slight-Edge Formula for success. Imagine an incremental system where you consciously plan to improve just $\frac{1}{4}\%$ each day, or even each week. Can you do that? Sure you can. Everybody can. It has been said that "you can eat an elephant if you do it one bite at a time." The same idea holds true with this concept. The premise is to experience minute improvements on a consistent basis that tend to compound over time like interest. A $\frac{1}{4}\%$ improvement in any skill each day is a $1-\frac{3}{4}\%$ improvement each week!

A 7% improvement each month! An 84% improvement in just 1 year! It's actually higher than that because all of your advances are compounding at an exponential rate! Are you beginning to see the potential of this compounding power at work within you?

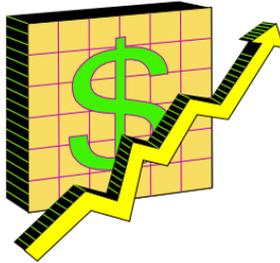
The Slight Edge Formula for success is the answer. Do a little bit each day and reap the rewards that you desire over time, while consistently moving in the direction of your goals. You will always get out in proportion to what you put in. Apply yourself. It pays big dividends!

Most people never begin. They may talk a big talk, but they fail to act. Only a few of those who do take action tend to persist over time. Are you one of the few who are determined to make improvements? Do you want changes badly enough? Begin now. Make no excuses.

“What’s in it for me” or WIIFM is your mantra. What is it for you that will drive you to pursue the goals that you have defined? Identify this and you have taken the first step toward the success you desire. This revelation can potentially change your life? Nothing will happen until you first decide to get started. You have to make things happen. Do not ever wait for things to miraculously happen. They will not.

Choose now to employ the Slight-Edge Formula into your everyday life events. It is simple, easy to implement and it really works.

**LEARNING NEW SKILLS + PRACTICE = INCREASED EARNINGS
POTENTIAL**



In the complete edition of Learning For Profit, this is the point at which we begin to get into the meat of this exciting book. Download your copy today!



*Thank You for Reading This Preview Edition of
Learning For Profit*

My hope is that you have found this brief preview to be enjoyable, enlightening and beneficial. Please recommend it to your friends.

You can buy the complete version of this book at my web site www.Learningforprofit.com or by clicking on the following link if you are currently online:



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Special Thanks...

To the late Og Mandino for his masterful, inspirational writing.

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To Frank AuCoin for inspiring me to develop a new paradigm for thinking and the value of recording thoughts as pictures.

To Michael S. Clouse for helping me to realize that my thinking and learning ability may very well be infinite.

To Mark Victor Hansen and Robert G. Allen:
After reading and listening to *The One Minute Millionaire*,
I was inspired to undertake this journey.

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*What if you could learn new material easily, faster, and retain it longer than you have ever dreamed possible?
Could that have an impact on your career and earnings potential?
Now you can learn new skills, faster than ever.*

- Life-changing new skills
- Make learning fun and profitable
- Learn the way you were intended to
- Custom tailored for your personal style
- Learn easily, faster than ever
- Enhance you career options and earnings

Learning For Profit is a must-read for anyone desiring to get ahead. An attitude of "life-long learning" is the door and this book is the key!

A users-manual that teaches how to get the most from all of the other great books out there!

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