

RENEGADE MILLIONAIRE IDEA OF THE MONTH:

Wisdom Of Children

In his speech, Trump made two observations, brief asides, that are actually extremely important.

He said that he **asks lots and lots of questions**, of those who work for him, of those he does business with, of people he can learn something from.

He also said the obvious: you don't get if you don't ask. You ask for the moon, **ask for everything you want**, the way you want it, and keep asking, never accepting the first refusal. Come back and ask again, slightly differently. Come from a different direction with same request.

Kids are very, very good at both those things. These skills: asking lots of questions, and asking for what you want repeatedly and persistently – these skills are apparently innate and natural. Installed pre-birth. Given to us in womb, brought with us to the world. Then our parents, teachers, ministers, everybody grinds us down, beats us up, suppresses our use of these skills.

A kid will ask 1,000 questions in a day. Most adults probably ask 20 or 30.

A kid will ask 100 times for what he wants. He'll keep coming back again and again. He'll bargain, negotiate. The average sales professional stops trying to close a deal after 3 measly attempts.