

GLEN TURNER SECRETS

**How To Take Back
Your Mind Audio Series**

Dare To Be Great Audio Transcripts



Transcripts Prepared By Michael Senoff
With Permission Of Glen Turner

 Michael Senoff's
HardToFind Seminars.com

Dear Student,

I'm Michael Senoff, founder and CEO of HardToFindSeminars.com.

For the last five years, I've interviewed the world's best business and marketing minds.

And along the way, I've created a successful home-based publishing business all from my two-car garage.

When my first child was born, he was very sick, and it was then that I knew I had to have a business that I could operate from home.

Now, my challenge is to build the world's largest free resource for online, downloadable audio business interviews.

I knew that I needed a site that contained strategies, solutions, and inside information to help you operate more efficiently

I've learned a lot in the last five years, and today I'm going to show you the skills that you need to survive.

It is my mission, to assist those that are very busy with their careers

And to really make my site different from every other audio content site on the web, I have decided to give you access to this information in a downloadable format.

Now, let's get going.

Michael Senoff

Michael Senoff

Founder & CEO: www.hardtofindseminars.com

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Dare to Be Great Audio Transcripts

Glenn W. Turner shares with you his secrets to success. He tells you his thoughts about the true value of life and challenges you think "Million Dollar Thoughts About Your Life." Dare to Be Great was the company where 800 people who took courses became millionaires. Most of them took what they learned and applied it to their lives, their families, jobs and businesses.

Start

Ladies and gentlemen, the first thing you have to learn to be great is you have to know the secret. And my secret of success is I'm a user of LSD. The real drug. A drug that can really turn you on. I never have a depressed moment. I never have any bad feelings. It's called love, service and dedication. You can get turned on with these three things. It ain't no false drug like you find pushed around the corner and in dark alleys. Because love for your fellowman will help you out in the world the right way. Service to mankind and dedication to yourself and your family to provide a better way for life.

Most people are free. You can sell a product because everybody believes in a product. Really all you're selling is a man's belief in himself. And he'll pay five and ten thousand dollars. And he'll drop by sometime in the second year, the first year, the third year and he won't gripe about losing his money. If he's not automatically a millionaire in three weeks he may just blame you for introducing him to it. Now the biggest trouble you'll have is his friends and his neighbors and his loved ones will start telling him it won't work. Because when I first started to be great, my lawyer told me I was going in with a phone philosophy, that I couldn't become a millionaire and I had a harelip and I was born on the wrong side of crack that I was never gonna get over. And I let people like this influence me and I got a \$5,000 check.

A company was teaching me a symbol of being great. And I went back and asked my lawyer. And when he got through with me, my stomach felt like it had knots in it. I had butterflies. I couldn't eat supper. My wife cried and I demanded my money back. I didn't get it. While my lawyer was suing them, I made \$28,000 determined to prove it would work. Being great is a simple thing. It's easy to become a multi-millionaire. It's easy to have

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success. And keep in mind that success is being happy doing one thing. But the hardest part is believing it could happen to little old me. That was my hardest thing. Once I ever believed it could happen to me and once I ever made up mind, nobody ever stopped me and the people all over the world. It breeds like Hebrews. You'll have a lot of people that will join us. And three out of four of you that join us will not be great because you'll make up your mind that you're gonna start off and you're gonna do something. You're gonna be somebody. And all of a sudden, one of your friends or one of your relatives or some other official or somebody [unclear], somebody will say, "Dare to be great. Ha, ha, ha. The greatest con game in the world." Because this is what they said about the Christians when they threw them in the lion's den.

This is what they said about Billy Mitchell when they court marshaled him for trying to start a thing called air power. Ridiculous. It was what was said about Stewart who purchased Alaska for a little over seven million dollars. Stewart Folly. Ha, ha, ha. Dare to be great. People will ridicule you. They will laugh at you. And they don't mean any harm. They simply have never bothered to look. They never bothered to fly to Orlando to see for their own self. To see with their own eyes. This is your choice. And unless you believe in yourself, you should never try to sell anyone else on it. Because unless you get your own house in order, you can't put everybody else's in order. You can listen to me and you can believe every word I said. For 30 days, if you can do everything I tell you and you was enthused as I was. And you made up your mind that you're determined and never give up regardless of what ever happens, nobody can sway your faith. If you had a wife behind you that had a backbone instead of a wishbone, if she believes in you like my wife believes in me, if she look at you with admiration, if she thought you was the greatest man that ever drew a breath on the face of this earth, you could become this type of person. It's very simple to be a success. But the only place success comes before work is in the dictionary. And you must work hard.

You must make up your mind. You must allow no one to change it. Most people will lie around and float around and it will take them weeks and weeks to make up their mind. And then once they make it up, the first guy that comes along will laugh at 'em, make fun of 'em, they won't be a Christian anymore. They won't be willing to go into the lion's den and defend the cause. It's not just a philosophy. It's a movement. It's a movement that will become the international language of the world. It will

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teach blacks and whites and red and yellow, the people of all [unclear] and all denominations to love one another, to respect one another, to have the guts to stand for their convictions. It'll be the most criticized company to ever come on the face of this earth. It will be ridiculed. It'll be beat upon. There'd be laws that would be signed passed against. And we'll have to contest many, many, many laws. It'll happen in your state. It'll happen in your city. It'll happen in your area. And the people that contest laws will be the ones that want to keep the small investors small. He don't want you to have anything.

You gotta keep the 98 percent who are working for everybody else and the 95 percenters who cannot think for themselves. They gotta keep them down. The five percent of the people in this nation and every nation in the world control the mass majority. They put fear in your. They tell you you're small. They tell you it's not possible. It's a dream. They tell you you can't make it. You gotta harelip. You were born in a charity ward. Who are you to think you can do something? You'll never make it. I'm not buying that. Thirty-seven people I talked to and 37 people laughed at me when I began my first company. Oh, they said, "You're a dreamer. You're a schemer. You're never gonna make it." And now they're calling up wanting to go to work in one of my companies.

It's easy to be great. The hard part is believing it can happen to you. It can happen to you and I. I wish I could reach through this record, through this tape recorder. I wish I could lay my hand upon your hand and do like Oral Roberts and Billy Graham and give you instant belief in yourself. Because in this modern day and age we have instant coffee, instant tea, and instant disbelief. We've been literally brain washed from childhood and believing in reading and writing and arithmetic. And we've been taught over and over that two plus two equals four and it's a lie. I've been getting \$1,000 while you been getting four because I cannot add. You think you elected the president. The big corporations in America elect the president. The lobbyists. It's more lobbyists in your state capital than there are senators and representatives. And you know who pays their salary? You know who brainwashes the legislature? The big mass corporation that wants to keep you working for them.

Now, if you had been working for a big corporation, you're wealthy individual and you'd be a fool to every leave them. You sit and learn all the techniques of hiring people, of getting along with people so you can

become the manager and a foreman. You can become the president of that corporation. And if you can think and believe harder than anyone else you work with, you can reach the top of that corporation. Everybody doesn't belong in this business themselves. Strive to be a great teacher, a great lawyer, a great politician. Strive to not be corrupt. Strive to place yourself in the other man's position. The people that we're trying to make understand our philosophy, dare to be great, are the ones that really need our courses the worst.

It's ironic that this is the way it was when we fought our independence from England. This is the way it was when the English fought their independence from other people who held their captivity. The black man says, "I'm a slave. I was a slave. My grandparents at one time, way back down the line, they were slaves. Then they became Christians." You see ladies and gentlemen, unfortunately, most of you out there listening to me do not believe in yourself and will never believe in yourself because you've been taught to think small. You've been taught to listen to other people. You cannot even make a decision for yourself at this moment. You have to think it over. You have to ask somebody. And chances are the man you're asking is making more or less money than you're making. But you'll believe him because you trust him. Even though he don't know what he's talking about.

See ladies and gentlemen, no matter where you're at tonight listening to the sound of my voice. You could be great. There's only one hang up. You have to believe it and that's the hard part. You haven't been taught to believe. You've been taught to disbelieve. You've been taught reading and writing and arithmetic and you've been programmed. Your mind has been lost. At the age of three years an old, a computer was replaced by your brain. Your brain was shoved in the back and a computer came in and [unclear] and you were told all the things that you had to do in life. You were told that this would go wrong and that would happen and you couldn't be happy. You were told maybe you can, hope you can, don't think too big, if you're rich you can make it, you gotta have your contacts, you gotta know somebody in the government, you gotta do this, you gotta do that. In most cases you're right.

Wouldn't it be nice if we all believed God when he gave us one word – faith. It would save a lot of light and a lot of printing and a lot of money. We could take the money we spent for the bibles and put it in something else. Oh, well, I need all that. Maybe you don't. Maybe if you really

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believe. If you really believe in God, you could just put one word on the wall and say faith. Wouldn't you like to be taught this philosophy all your life first class every day. You see ladies and gentlemen, if you had been born in Russia you'd be a communist. But you were born in America so you're an American. You would've been programmed to believe in communism. And if you been programmed to believe you were worth five and ten and \$20,000 a year, that's exactly all you're gonna believe you're worth and you ain't gonna try and do nothing else. And if you do, somebody's gone tell you it can't happen to little old you. You'll listen to a man that used to be shy and bashful.

I was so less confident in myself that I went to sharecroppers to sell my work. And the only reason I was a salesman was because no one would hire me and give me a job. I could not speak to a crowd without my knees knocking. To a crowd of three or four people. When you reach for the sun, you're bound to get a few blisters but they heal faster and they help you grab the next rung of that ladder. And it makes that hand tough and strong to hold on when the wind blows and it tries to push you off. It's a fighting company. This is a company with a backbone instead of a wishbone. It's a company that only the strong ones join. It's a company that only the people with guts. But it's a company that everyone will regret they didn't join in the beginning.

Whatever you remember, you remember these words, I have 19 year old boy that started out in one of my corporations. At the age of 20 he was leader of a state. He was shy and he was bashful and his mother and his father and everybody criticized him, laughed at him, made fun of him. They tried to get his money back for him. They worked and they schemed. And finally someone got a hold of him and got his outlook right and his attitude right. And this young man brings in \$100,000 a month out of his state. He just got a promotion to regional director, head of four states. He brings out over a half a million dollars in checks in three days, Friday, Saturday, and Sunday, at the age of 22. Unbelievable? Sure it's unbelievable. The man was set in his ways. He's a born salesman, isn't he? I've seen baby boys and baby girls, but I've never seen a baby salesman. His thinking was unbelievable. You see he made it.

Three out of four of you won't. Because you won't believe what you hear. You won't let yourself. You won't look in the mirror and say, "You're the greatest man in the world." Your wife won't look at you and say, "Honey, you're the greatest. You're the man I married. You're the king and I believe

in you. And you can do if anybody else can do it. And I'll help you. And I'll work by side by side. And nobody will sway me." If you had a woman like, who will believe in you like that, nobody can stop you from becoming anything you want to in this life. Just as simple as that. If you put your wife on a pedestal, like you should, and praise her and love her and treat her like a lady, she would back you this way. Hard to believe? Sound like a con man? Sound like a liar, doesn't it? I don't have time to worry about little old things. I don't time to pick and [unclear] around. I've got to do something.

I've got to help get this country back to where it ought to be, back to where it was only three million people in America, when the philosophy was if your house burned down, you went over and helped raise it up again with your neighbor. And now if it burns down, you idiots should have had some insurance. A successful man or woman is only an ordinary man or woman who stayed on their until it was done. And when you sold dirt, you're bound to lose ground. It's not hard to be great. It's hard to believe that you can.

It's simple once you make up your mind. And you know what you have to do? You need to be living it daily. You need to be working with somebody that will go, "Let's go, Charlie. We can do it together." over and over and over again. But you won't hear this. You'll hear, "Oh, he was lucky, that kid on the record. I don't believe that junk no way." You know the only reason that road that you travel every morning to your work is paved? So that you may never that you're working yourself into a rut. As simple as that. And the only difference between a grave and a rut is the devil. Doing the impossible. It's easy to do the impossible because you don't have any competition.

Whatever you want, whatever your goal is, if you know how to handle and work with people and give them the benefit of the doubt, it will come true for you. And it will come true for me. My wife don't deserve a nice home any more than yours. And four years ago when I had just as many weak thoughts as you got, four years ago I listened to a record by another man saying if I could only believe that. Oh, God, if I could only believe it could happen to me, a harelip. An eighth grade drop out. It's a dream. I sit here on this floor because they repossessed my chair. And I'm listening to a record I can't even afford. And they're calling my wife everyday, the bill collectors.

If I could only believe that could happen to me is when I started believing. And I listened to it over and over and I'd play it over and over again. And every time somebody would tell me it wouldn't work, I'd go back and I'd read those books. And I get my mind and get those negative thoughts out and it finally clicked. It started to happen. And when it came, it came in such great wealth and such abundance that it was hard to carry it to the bank. And more important is what I'm doing with my wealth.

It's a beautiful wide wonderful world that you and I live in. It's a world that your heart will beat with joy. And the greatest exercise that you'll ever receive for your heart and from your heart is for you to reach down and help another fellow human being up and for you to make another person happy with joy. I wish I could come through this record and appear sitting on your couch or wherever you're at right now that I can talk to you eyeball to eyeball. It's true we make money on you when you come into our business. But they make money on you when you go to church. They make money on you when go in the hospital. They make money on you when they sell you life insurance. They make money on you when you buy a hamburger. They make money on you when you go to the Creator. Because whatever the mind of man can conceive it can achieve.

The hardest thing about getting to the top of the ladder is getting from the crowd at the bottom. I'd like to close. My fellow [unclear] this is true. Many years ago in Boston, an auctioneer was auctioning off fine furniture. And as he auctioned off fine furniture, for \$10,000 a sofa was going, a bedroom suit for \$22,000 went. An old man stepped into the back and up in the stand where the auctioneer was. And he was in rags and he had a grope of beer and he was dirty. And his clothes were torn in shreds and he was weak from hunger. And he trembled as he walked. And he staggered up to the stage and he looked the auctioneer in his eyes with those pitiful eyes and said, "Sir, if you would auction off this musical instrument so that I might eat my supper?" The auctioneer started to shoo him out. He started to run him out. But he noticed that there was some society writers and he halted. And he wanted to get a little plug for being a charitable auctioneer, so he decided that he would do his good earn for the day. And he took the instrument and he held it up gracefully, a bow and a fiddle.

"Ladies and gentlemen, what I'm a bid for the old fiddle and the old bow". It was rusted. It was dirty. Some old lady in the back who had just paid \$22,000 for a bedroom suite said, "I will help the old gent out and get some supper. I'll give two, sir." Somebody else said, "No. Give him three." Four.

Six. How about seven? Eight. Ten. Aw, now don't be so rough on the old man. Give him 12. And the bid finally reached 16 dollars. Going once, going twice. And the old man staggered to the stage and fell. And crawled up on there and grabbed him by his knees. He said, "Sir, please, before you go any further, if I might demonstrate what you call a fiddle and a bow?" And he took the rag from his back pocket and he began to shine on the bow. And it began to glisten in the light. It looked like silver. And then he shined up the instrument. And the old man lays the instrument under his chin and with fiddling hands even before he started, he begun to draw the bow across the strings.

The most beautiful music in the world that has ever been heard by the society ladies in Boston in 1800s was in the floor from this instrument. The tears begin to roll. You could've heard a pin drop. No longer was it a fiddle, but it sounded like a violin. It was the most beautiful concert music they'd ever heard. Then he placed it on a satin pillow with tears in his eyes. And the audience crying also. He walked off. The auctioneer with a tear in his eyes picked up the fiddle gently and he held it up and says, "Ladies and gentlemen, now what are my bids for this magnificent violin and this wonderful bow?" "\$10,000", said one. Eleven. Twelve. Thirteen. Fourteen, another. Going once. Going twice for \$28,000. What was the difference? It was simply the touch of the master's hand.

You are the master wherever you are tonight. No matter what world you are or what country. You are the master of only one thing you can be sure of and that is your mind. And most of you have turned it into a computer, letting other people tell you what to do. Don't believe in nobody unless they're willing to share their profits with you. Don't you work for [inaudible] and they won't allow you to get part of the stock when it hits the stock market. Don't you believe in anybody unless they totally investigate the facts. Make your own decision. Get the fact from everyone and then make a decision from the facts of all sides. I've enjoyed talking with you and I look forward to the day when I see [inaudible]. And one thing I promise you, that we're gonna teach love throughout the world, unity and understanding. And all men deserve the right to make decisions for themselves. God bless you. Each and every one of you wherever you're at. Thank you.