

THE MILLENNIAL GUIDE

TO DOING SOMETHING

~ awesome ~

IN LIFE

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To the ones who know
they have what it takes
to be extraordinary

@2016

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**THE QUICK MILLENNIAL GUIDE
TO STARTING A BUSINESS**

THE GUIDE

The process you're about to see was strategized according to the priorities of our generation, addressing the specific pitfalls of our time. It's especially made for you, where you're at, and what you may be going through.

This process should feel easy and gentle. It's not a get-rich-quick, motivate-your-way-to-success program. The power in it is that it will open your eyes to things you might have not considered. It's the enlightenment that motivates you to change.

Plus with easy "how to" steps, you'll be able to get started in the direction of your dreams immediately.

In life it seems to make the most sense to look at where you're not doing well (I have SO much loan debt. Or I need a car to survive.), and try to fix that right away. The issue is that with us, in general, we get so sad and burnt out on obstacles that it mentally and emotionally drives us backward. And pretty soon we're stuck in the mud, trying to dig ourselves out.

You'll see in this strategy, "Destroy Obstacles" is literally the last step. Counterintuitive, maybe. But millennials

derive so much energy from passion projects, from achievement, and from connection, that when we're in the 'zone', the momentum makes it so easy to destroy those obstacles to achieve our goals.

THE TWO APPROACHES

1. **A LA CARTE** // Skim through it, identify what you're not doing, deep dive and add it in to your life.
2. **FOLLOW IN ORDER** // Read it through, and then implement in order, deep diving in each one (in time).

Both work. But I do believe that when you follow this strategic order, you'll be happier. Every step compounds. So the better you engage in Step 1, the next step will be significantly easier and more rewarding. And as you dominate each step, the entire process becomes powerfully fruitful.

STEP ONE: GET WISDOM

WHY?

As an employer, I've received hundreds of job applications across my desk, and I've interviewed with (way too many) young millennial peeps.

The cry I have for our generation is for wisdom.

Wisdom is knowledge that's been acted on. It's the result of experience. No one can expect a 20-year-old to have years of life experience.

Then we must follow the route of generations past. And we must seek understanding from those who have gone before. As our older generations knew, we must seek wisdom above anything else. ⁽¹⁴⁾

Let me tell you why this is important.

Two people: 1) A man who wins the lottery 2) A business tycoon builds her

empire. In a twist of fate, both lose their money in the same night.

Who would be the most devastated? The lottery winner, actually.

The lottery winner would be at more of a loss, because he has no one way of getting the money back. The business tycoon may have lost her resources, but she did get to keep something from her empire. Her experience. Her insights. Even the failure itself was a lesson for a future adventure.

Did you know that the average millionaire goes bankrupt 3.5 times? ⁽¹⁵⁾

Every time they failed, they learned. And that gives them more wisdom to try again, and go a little farther. The more wisdom they have, the more potential they have for success.

Money is only one resource (not the resource) to build a successful life. And wise people know that. Because success is measured beyond a bank account.

Success extends into relationships, lifestyle management and personal happiness.

And thankfully for you, I've got your back on this one. Because the key to getting all of this - the car, the girl, and the smile - is all leveraged with one tool.

So, know this - wisdom is your best friend. With the right insight, you'll be able to reach the highest points of success in any category you're looking for.

So let's get wise.

#1 GET A BOOK OF WISDOM

THE OLDER THE BETTER

That way you can see through the culture and recognize the timeless truths.

True wisdom has no age. Its universal principles last throughout time: how to treat people, how to handle your own affairs, how to look at life's mysteries. Believe me on this one, the older the better.

DEEP DIVE

Seek out one person (past) who you admire and learn all you can about the way he or she thought. Identify how he/she made decisions. Go a little deeper and identify who he/she admired and read about them.

GET REFLECTIVE

Spending time talking about what you're learning (with a friend or with a

group) will increase your understanding dramatically. If that's a little weird, get a journal. And anytime something sticks out to you, write out the quote - hey, tweet it out. But when we share it, our brain embeds it deeper in our heart and mind. Can't explain it, but if you like a piece of knowledge, you'll want to share it to keep it!

#2 IDENTIFY & SEEK OUT A MENTOR

NOT YOUR PARENTS

Millennials tend to have one parent or close relative that has parented us as a friend. (1) So we're actually used to a mentorship relationship. But it's important to receive insight not just based on bloodline. We need a more extensive pool of mentors with past successes. Seek out mentors in all categories of your life for your profession, relationships, mental health and spiritual growth.

IT'S ON YOU

If someone offers to mentor you, you are one lucky son of a gun. Most of us will have to intentionally seek out mentors on our own. Then we'll have to ask them to meet up with us. Then we have to show up... ask questions, ask for advice, listen and do. Their reward is when you follow through on their advice. Your results are an encouragement to them to keep giving. (So, you'll want to follow through.)

THE LIBRARY IS FULL OF THEM

One of your mentors can be from a book. An expert is supposedly someone who has spent 10,000 hours of experience in one area. Upload their expert insight into your brain by reading. Start at your local library. Autobiographies are good. Or consider reading someone's entire collection of books that they've written to deep dive into their life's work. You'll get to know them real well.

#3 GET EXPERIENCE

DEVELOP A SKILL

I'm sure you've got a couple up your sleeve: playing piano, cleaning a house, fixing a car. Hone it til you're the best. Why? Because you should get used to being excellent. The wisdom of becoming great, once known, can be replicated in any category of life. Learn how to develop a skill and it will pay dividends later.

FAIL AS YOUNG AS POSSIBLE

This was business advice I heard, that I really believe in. The faster you fail, the faster you learn. So go big. Start a journey. Begin something you have no idea how to finish. Got an idea? Go for it.

EXTRACT THE WISDOM

Your experiences are as good as your records and reflections of them. Wisdom can literally be found in every

situation if you're paying attention. Keep a sketchbook, an Evernote journal, a private vlog, whatever inspires you. But it's in your experiences, that you're going to find the life hacks and personal virtues that can guide you throughout life.

RESPECT LIFE WELL LIVED

After my last internship in college at a metropolitan newspaper, I had this enormous 'aha' moment. As great as I thought I was, I realized it didn't actually matter compared to the people who had been doing the same thing for 25 years.

Even if I thought I was more talented or clever than them (which is such a ridiculous millennial thought, I realize now), there was no way that I could ever understand more than them. I hadn't invested the long nights and hours that they had.

It was a humbling realization. I was young and no matter what I did, they were older and had something I didn't have: time and wisdom.

To close out, I want to share one the most beautiful monologues from the movie Goodwill Hunting. It's an example of the difference between knowledge and wisdom.

An older therapist (played by Robin Williams) sits on a park bench talking to his patient. The young street smart kid is

a well-read college-age student with a chip on his shoulder (played by young Matt Damon), who thinks he has life figured out.

These words are from the therapist to the boy:

SO IF I ASKED YOU about art you'd probably give me the skinny on every art book ever written...Michelangelo? You know a lot about him. Life's work, political aspirations, him and the pope, sexual orientation, the whole works, right?

But I bet you can't tell me what it smells like in the Sistine Chapel. You've never actually stood there and looked up at that beautiful ceiling. Seen that ...

If I asked you about women you'd probably give me a syllabus of your personal favorites. You may have even been laid a few times. But you can't tell me what it feels like to wake up next to a woman and feel truly happy.

You're a tough kid. I ask you about war, and you'd probably--uh--throw Shakespeare at me, right? "Once more into the breach, dear friends."

But you've never been near one. You've never held your best friend's head in your lap and watched him gasp his last breath, looking to you for help.

And if I asked you about love y'probably quote me a sonnet. But you've never looked at a woman and been totally vulnerable. Known someone could level you with her eyes. Feeling like God put an angel on earth just for you... who could rescue you from the depths of hell.

And you wouldn't know what it's like to be her angel and to have that love for her to be there forever. Through anything. Through cancer.

You wouldn't know about sleeping sittin' up in a hospital room for two months holding her hand because the doctors could see in your eyes that the term visiting hours don't apply to you.

You don't know about real loss, because that only occurs when you love something more than you love yourself. I doubt you've ever dared to love anybody that much."

Watch the scene here (explicit words):
<https://youtu.be/NBjWHfBHKos>