



# Stop Roaming and Get Clear

---

10 LIFE-INVESTMENT STRATEGIES



Gary  
Rohmann



## ABOUT GARY

Gary Rohmann is a leadership and sales expert who helps those who desire to be more than average to understand and embrace their talents, gifts, and abilities so that they can live with more passion, work with greater focus, and lead with extraordinary influence.

Maybe you've completed high school and college. Perhaps you went on to pursue a graduate degree and were thrilled when you landed your first job. If you're like many people, once you got married and started a family, or pursued professional success, you might have started to "coast" or "settle," roaming aimlessly through life.

You began to live a life out of caution and started to drift. You embraced the limits others place on you and adopted their fears as your own. You've settled and don't invest in your own personal growth. Ultimately, you find yourself off course, far away from where you intended to be, living an unfulfilled life.



This quiet, gradual, and incremental process continues until one day you face a “perfect storm” in life which you’re totally unprepared to deal with or manage. You quickly find out the real meaning of a quote by former boxer Mike Tyson – “Everyone has a plan ‘til they get punched in the face”.

We live in volatile, complex and uncertain world. Every person has a life bank account. People invest in several ways, primarily by what they do (or don't do) with regards to their personal growth and development – and they put things in the bank savings account and those things draw interest.

There comes a time when you have to take money out in order to deal with emergencies and the unexpected. The question is, Will there be money that you can withdraw from the account? Have you routinely invested in your personal growth?



KEEP  
CLEAR

1

## INVEST IN YOURSELF – LEARN AND GROW EVERY DAY.

---

School is not over – it has just begun. What you learn becomes outdated fast.

If you stop learning, you become enslaved. Every day should be an adventure in learning, growth, and mental and emotional progress. **The goal is to be better than you were yesterday, and better tomorrow than you are today.**

You start with investing in yourself (5% to 10% of your monthly income) because that's where you are going to have your highest return.





# 2

## LIFE ASSOCIATIONS

---

The people you associate with – whether you call them your “executive board” or “reference group” – is critical. They can determine your success in life.

Some good advice from Zig Ziglar –  
**“Don’t scratch with the turkeys.”**  
Distance yourself and break away from those who want to steal your energy and time.

Continually evaluate your associations:

- Are they better than you?
- Are they going where you are going or want to go?
- Are they an engine or an anchor?





# 3

## PLAY BIG

---

Maximize your youth if possible, but always swing for the fences early in the count. We are not designed to play small. **We are made for greatness.** Chase your dreams with aggressive pursuit.



# 4

## NO COMPARING

---

One of the greatest causes of unhappiness happens when we compare or contrast ourselves to someone else. When you do this, your prospects gets in the way of your perspective because you're constantly bombarded with exaggerated and falsified reference points showing all the things you don't have or the person you're not.

Happiness is not defined from the outside. It is only derived from the inside. Happiness is a state of mind. You can choose continually to be happy. Living in gratitude is where happiness begins – the best way to get happiness is to give happiness to others.





# 5

## THREE LIFE FACTS

---

Three realities of life most people take way to long to realize:

**1. Life Is Not Fair:** Your life is NOT determined by what happens to you. Your life is determined by how you deal with what happens to you. You are responsible for who you become.

**2. You Are On Your Own:** No one is looking out for you or has your best interests at heart. Every decision is a self-filtered experience.

**3. You Get In Life What You Tolerate:** Life will organize around the standards you set for yourself.





6

## ELIMINATE DEBT

---

If you are in debt, you are not “free” – you are “owned” by someone else. You cannot be free until you are debt free.

7

## ACTIVATE YOUR PASSION

---

To do something great you must have a great deal of energy and motivation to pull it off. What fuels your “anger”? Find your “fight”. Identify your invincible motivation and power. Allow adversity and the naysayers to stoke the fire within you.





## EXTRAORDINARY PERFORMANCE = EXTRAORDINARY PREPARATION

---

You do NOT have to be great all the time. Be great a few times a week. Don't give all tasks equal attention. If you try to be great at everything all the time, you will end up mediocre at almost everything, and stressed out, overwhelmed and exhausted in the process.

Actually, there are only two or three instances throughout the week that have huge payoffs in terms of results, reputation, recognition, influence, impact and long-term value. Identify those instances, PREPARE for excellence, and deliver "WOW!" -- exceed expectations and make the experience memorable.





# 9

## DECISION FILTER

---

When contemplating a critical decision, run it through the decision filter: “Will you wish you had, or is it more likely that you will say, I’m glad I did”?

Then stop thinking, make the decision and move forward on it confidently.

Everyone’s days are numbered. Don’t leave anything until tomorrow. Most regrets come from things you didn’t do rather than what you did. No regrets.





## CERTIFIED SALES CONSULTANT

As a Gitomer Certified  
Advisor, I offer the best sales  
training on the planet!

**BOOK ME**

10

## SEEK ADVICE

---

Be wary of the advice you receive. So called experts are everywhere – people with opinions but little experience. Only take advice from those that have “done it” – successfully and significantly. Identify practitioners – not just teachers – with documented results. Don’t be just a follower or disciple – be a student, be a learner. Make sure your decision is a product of your own conclusion.

Ultimately YOU know best – you are the best expert on you. You were designed with a built-in intuition. Trust it – and do not think you need validation of your own intuition.

