

# “TIP WORTH A MILLION DOLLARS”

~ An Andrew Carnegie Message

In the early 1900's, just as Andrew Carnegie was building his fortune, a man came into his office offering to sell his services as a consultant. Carnegie was suspect whether a man unknown to him could offer intellectual information worth paying for.

The consultant, believing so fully that he possessed information of great value to Carnegie made him a bold offer. He told Carnegie that if he would just give him 15 minutes, he would provide, at no charge whatsoever, information that would multiply his (Carnegie's) fortune now and everyday thereafter.

But he held this single stipulation: If Carnegie decided to use the information and in doing so, found it to be worthwhile, he must promise to send whatever he determined to be an appropriate payment to the consultant. Carnegie agreed to hear the man out, so he promptly told the secret that I'm sharing with you here.

1. Each night before retiring, take out a small piece of paper and thereon write six things that you can and must accomplish tomorrow that will bring greatest value to your business.
2. After listing the six things . . . write a number by each one ~ one through six ~ indicating priority.
3. Upon rising the next morning ~ gather the piece of paper and set immediately to work doing the first thing until it is completed ~ then move on to number 2, 3, and so on. Complete each task in order. Do not allow anything to distract or redirect your efforts until every task on the small piece of paper is completed. (Once these things are done you may work as you please on projects of importance as you decide.)
4. Repeat this process each night and every day until it becomes your habit.
5. Teach this same process to all your main people.\* Instruct them likewise ~ to repeat the process, until it becomes habit. Then they should teach it to their main people.\*

When finished, he thanked Mr. Carnegie for his time, gathered his things and left. After a few weeks of using the method ~ Carnegie was so impressed with his own productiveness and effectiveness that he sent the man a check for \$25,000 (conservatively that amount would equal \$1,000,000 today). Carnegie developed the habit completely ~ then set about to teach it to his main people. Productivity, moral, attitude and profitability from this single, simple activity was so remarkable that he continued to use the process the rest of his life and considered it to be among the most valuable advice he ever received.

*\* These would be your Key Leaders in your Isagenix business.*