A photograph of a grand, multi-story library. The space is filled with bookshelves, wooden railings on the upper levels, and a high ceiling with a chandelier. The lighting is warm and focused on the central area where the text is overlaid.

# L4X LEARNING SYSTEM

Learn Twice as Much in  
Half the Time

GREG HAGUE  
CEO, Hague Partners and 72Sold.com

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“It’s really dumb to think you’re smart.” -Greg Hague

# INTRODUCTION

*It started in September 2009 while I was driving a stretch of desert highway on the way to San Diego. The real estate market was melting down, so my real estate firm was not a happy place to be each day...*



From the time I was twelve, I dreamed of being a courtroom litigator. I wanted to be the guy who holds the bad guys accountable.

Growing up in Ohio, I earned my J.S in 1974, and then passed the bar exam soon after. I was ready to become a courtroom hero! But life sometimes take us in directions we don't expect.

My father owned a successful real estate firm in

Cincinnati. His health was failing so I stepped into the family business instead of accepting a position at a law firm.

But now, driving down that desert road with the real estate market in disarray, I decided to do something crazy. I would take the bar exam in Arizona at the age of 60! I hadn't cracked a law book in over 35 years...but I thought, "what the heck, it'll come back quick." What a mistake that was!

## THE TASK

My family supported and encouraged me to do it. I set up a "study" in the kitchen and my new life began.

The Arizona Bar Exam is a two-day exam. I enrolled for the February test, just 4½ months away. Facing this difficult test (which advertises a 35% failure rate) with only a few months of study would be a major undertaking for a student who had just completed three intense years of law school. For a 60-year old who graduated law school 35 years ago, most would agree it was a virtual impossibility.

Nevertheless, I purchased several bar review programs and boxes began arriving at the front door – big, heavy boxes and lots of them. As I unpacked the stacks of books, it seemed an insurmountable task to even read through them all, let alone LEARN that volume of material in such a short time.

# NEW LEARNING STRATEGY

## THE CHALLENGES...

While I am an optimist, I am also a realist. I knew going in that I had four major challenges:

1. It had been 35 years since I'd graduated law school. Studies show that we forget 50% of what we learn within four hours. Calculate that exponentially to 35 years and I'm sure I had forgotten more than I had ever learned!
2. I passed the Ohio bar in 1974...and a lot had changed since then. I was all but starting from scratch in understanding the latest legal concepts of the law.
3. Not only would the years be an issue, but the laws of Arizona and Ohio are very different.
4. I was told that at 60 I wouldn't be able to learn

as effectively as I did in my twenties. If that was true, I didn't want to accept it.

## NEW LEARNING STRATEGY...

The instructor at my bar review class called me in after two weeks and told me I didn't have a chance. She couldn't have been nicer, but made it clear that her class was for law students who had just completed three years of legal study. It was a brush up course, not an "A-Z everything you need to know to pass the bar exam" course.

At that point, I realized I needed to find a way to learn faster and remember better. That's what motivated me to develop my own "study program" which I now call L4X, a way to multiple my learning ability four times. I chose the acronym "T.I.M.E.S." to represent the various stages that would help me multiply my results and catapult my success.

**T**

### TEACH

Instead of viewing myself as a student, I positioned myself as a teacher. Each day, I spent hours teaching the finer points of the law to friends and relatives who would listen. My theory was that the best way for me to learn was to teach others what I needed to know. Preparing material for others to learn awarded me a deeper understanding.

**I**

### IMMERSION

From the moment I woke up to the moment I fell asleep, I was doing everything I could to immerse myself in the material I needed to learn. I read while I was eating. I listened while I was working out, shaving, even falling asleep. I was determined to think of nothing but the law, every hour of every day until the exam.

**M**

### MEMORIZE

I used the concept I now call "pyramid learning". I would memorize, word for word, the basics in every area. This gave me an imperious foundation I could build on that not only complimented the basics but also accelerated my ability to learn the rest of the material with greater consistency and reliability.

**E**

### EXAMS

Most students study information first, then take practice tests to assess how much they have learned. I did the reverse. I looked at the questions first, then went back into the material like a detective to find the answers. The questions opened my mind, helping me be better able to focus and learn.

**S**

### SUMMARIZE

I took the 13 legal areas of study and created a summary for each. I broke each topic into key areas to focus on material that mattered most. The results provided more effective summaries I could work from every day. I further made a verbal recording of these summaries for use in my immersion learning.

# T.I.M.E.S MAKES THE DIFFERENCE

## THE EXAM

The exam is given over two days with morning and afternoon sessions. On day one, I left two hours early and had even prepared my own summary audio I called, “Everything you need to know to pass the bar exam in 58 minutes” to listen to on the drive to the test center. I wanted to keep giving 100% until the very last moment.

At the end of the day two, I felt like I had done a great job. To illustrate my type “A” personality, I even waited around to watch the exam proctors pack up the exams into their suitcases, including mine, into their suitcases, just to make sure my masterpiece wasn’t left behind. While I was confident I had done well, I had no concept of what was about to happen.

## THE RESULTS

I should tell you that one of the most difficult aspects of taking the bar exam is the interminable, almost four-month, wait to learn the results. During that period, I treated myself to a one month motorcycle trip through Africa.

The day the grades were posted, I was beyond nervous. Even though I felt I had done well, you never know on an exam like that. When the scores finally went live on the Supreme Court of Arizona website, I absolutely could not believe what I saw: I scored number one in the state.

The journey from, “I’m just thinking about taking the bar exam”, to achieving the top score in the state involved incredibly intense dedication. But beyond that, I absolutely see it as a testament to the power of my innovative L4X study system.

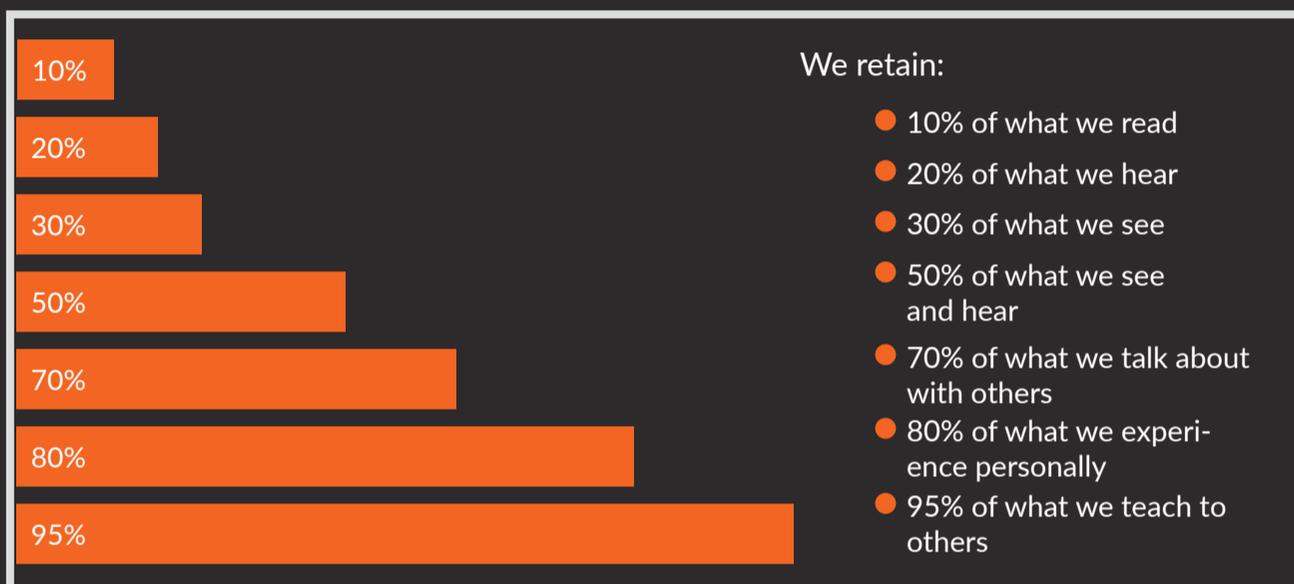
This simple and effective learning model can be applied by anyone, not only to law students. Whether you’re in college, graduate school, or simply attempting a new skill to further your career, L4X can work for you.

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**T FOR TEACH**

Learning by its very definition requires teaching.

## T FOR TEACH



Teachers provide knowledge, information and structure via their curriculum so students can comprehend, understand and know their subject matter. By the time we are required to be tested on a subject, we should have a firm grasp of everything from the basics to the complexities of the topic at hand. Therefore, assuming we have already learned about our topic and we “know” the information at a core level, shouldn’t we be able to teach it?

Instead of being a student of the bar exam, I became the teacher. What better way to test myself than to attempt to impart that knowledge to students of my own? I had learned all the information, so this was the ideal way to truly test my knowledge. By taking the steps to teach, you reinforce the concepts in your mind and are forced to learn faster and more in-depth. This concept not only applies to something as enormous as the bar, but to any test on any subject.

# THE STEPS



## Recruit

Find students who know nothing about your subject. They can be friends, family, a co-worker...but it will be most effective if you recruit people outside your course of study. It's effective to work with your "students" over the phone or via something like SKYPE online. Just remember the goal is to prove that you really know your subject matter so having an audience with no prior experience will present you with the best challenge.



## Plan

You want to have a distinct plan in place when you present the material to your "students." Decide on how much time you want to dedicate to your "class" and what is realistic for your schedule as well as that of your students.



## Break it down

One of the most intimidating aspects of studying anything is being overwhelmed by the sheer magnitude of the material. Putting yourself in the role of the teacher allows you to step back and look at it more objectively. Divide the information into digestible pieces. Be practical about what you can handle with each session.



## Dissect subjects

Create your own curriculum. Plan a series of "classes" based on your own study plan. This will also help you to put topics in an order that feels comfortable to you. If there are topics you know better than others, consider teaching them first so you are in a comfort zone and establish a flow to how you want to present your information to your students. Start with the basic, overall concept of what you would like them to learn and build from there.



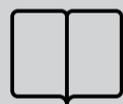
### Encourage questions

Not only encourage, but also insist on questions from your “students.” This will be very important in the learning process. Assuming your students know little or nothing about the topic at hand, they will undoubtedly raise questions that you may not have contemplated. Knowing and researching the answers will not only cement the information in your mind but will open your mind to questions and concepts you might not have discovered on your own.



### Take notes.

As your students ask questions, write down what they are asking so you have a record of what they wanted to know. This triggers the process for you to dig deeply into your own knowledge base. In turn, write down your own answers. When we write something down, research suggests that as far as our brain is concerned, it's as if we were doing that thing... it's essentially a rehearsal of the real deal! The act of writing the material (both the question and answer) reaffirms the subject matter until it becomes natural and easy. Once the answers flow, you know you've got it. Don't leave it until you've got it!



## WHEN YOU TEACH, YOU LEARN

*My personal theory was that if I had to teach the material to others, I would be forced to learn it better and faster. When you're on the spot, you tend to rally.*

*My “students” were my family and friends.*

*I went so far as to send one friend a complete set of bar study books so when we talked on the phone, she could ask me specific tough questions. This may be a bit extreme for basic testing, but if you have a friend gracious enough to help at that level, it really works.*

# HELPFUL RESOURCES

## Online

With so many learning and study tools available online and for mobile devices and tablets, it's helpful to create a bank of helpful resources. At the end of each chapter, I will include some suggestions for apps and websites that may help you as you go through the T.I.M.E.S. learning model.

### [mindmeister.com](http://mindmeister.com)

Some people find it very effective to have visual aids when learning or teaching. This interesting site allows you to do design schemes and "mind maps" that may help you to develop ideas, put together a study plan or find a way to make the concepts easier to grasp.

### [istudentpro.com](http://istudentpro.com)

A sophisticated student planner for your Mac, iPhone or iPad., this app will organize your schedule, follow up with homework, keep you updated throughout your studies, provide complete calendar integration, track your grades and GPA, and provide seamless data sync across devices.

### [thinkbinder](http://thinkbinder)

This site enables students to organize online study groups in which they can share files and links, chat, and collaborate on a whiteboard. Think Binder could be used as a place for all students in a course to share their notes. Users can also create and join multiple Think Binder groups.

### [workflowy.com](http://workflowy.com)

This is an extremely simple, yet incredibly functional cloud-based productivity tool. It is ideal for notes and planning and syncs seamlessly between your computer and mobile device.

**I FOR IMMERSION**

## Immersion is an essential element in learning

# I FOR IMMERSION

Often, immersion learning is associated with languages. But I'm here to tell you immersion is an essential element in learning any topic. When learning a language through immersion, students live with the people of a foreign land. They eat, sleep, breathe, and experience the new language every day for weeks or months at a time until the language becomes a natural part of who they are. They are forced to use the new language to communicate necessities. Almost by magic, students in these programs can completely learn and understand the new language with incredible speed and fluency. Passive skills, especially listening, contribute immensely to their proficiency.

Immersing yourself in your topic of study is much the same. It's still a new culture, its own kind of foreign language, and if you take the right steps, it can become a part of you in much the same way. In my case, I didn't have a moment to waste! The most time efficient way to become immersed was to create my own "learning culture" through audio and actually "live" with the information I needed to absorb.



# THE STEPS



## Culture

Create your own culture of learning and develop an environment that is constantly teaching. After you have organized the information, record yourself speaking anything and everything you need to learn. It may be effective for you to record a series of highlights with supporting data for each, or chapter summaries, or any way that conveys the information in a concise and clear way. Record your topics in a cohesive order that makes sense and coordinates with your hard copy text and with the teaching model you have already built. Keep these recordings on your smart phone or other listening device of your choice. The idea is to always have your information available and be constantly taking it all in.



## Use the facts

Learn through the process because you don't know facts until you use them. There are plenty of lectures you can attend and websites you can find that offer information delivered by an expert. However, by virtue of recording your own voice, you will validate your understanding of each concept. Plus, you can speak at a pace that fits your personal needs and put emphasis on words, phrases or definitions that may be stumbling blocks for you. The act of speaking out loud will keep you from missing key components. It's much the same as reading a paper or document out loud when proofreading. When you verbalize it for your recording, you will hear immediately if it makes sense. Hearing your own voice assures that you can and will teach yourself the subject matter.



## Repeat

Embrace being repetitive. Part of the immersion process is to repeat the information over and over again. You not only want to hear your own voice talking about the subject, but you also want to LISTEN... and listen dynamically. Really pay attention to the words, the phrases, and the nuances of this new culture. When the recording ends, play it again, and again, and again. And then play it one more time!



## Listen

Immersion is more than studying; it is living your subject. Listening to your own audio is something to engage in when you're not looking at books or notes. Replace your music at the gym and the radio in your car and keep listening as much as possible throughout the day. Even first thing in the morning, just as you're waking up or having your morning coffee, start your day with an immersion session. You'll quickly discover that things that seemed daunting and foreign to you even days earlier, will easily find their way into your subconscious.



## TAKE AWAY

*Most people who study for the bar exam enroll in a bar study course and attend lectures that summarize the material. While I did that, I also recorded my own lectures and loaded them into my iPod so that I could listen to summaries of the material when I was driving to and from class, shaving, brushing my teeth, working out, eating or doing anything that might take me away from my other methods of study.*

*As my family will attest, I virtually lived for months with that iPod in my hand, so I was exposed to the material repeatedly from the time I woke up until I fell asleep. I did not watch television, read anything other than law, or do anything for months other than immerse myself in this material every minute of every day with no wasted time... because I had no time to waste.*

# HELPFUL RESOURCES

## Online

One of the inherent challenges in studying through immersion, teaching or any other manner is the ability to be organized. Below are several online tools that may help simplify the process

### [evernote.com](https://evernote.com)

The Evernote family of products help you get organized, remember ideas, projects and experiences across all the computers, phones and tablets you use. It's a very interesting and useful tool for those who are fairly tech savvy

### [squareleaf](https://squareleaf.com)

If you like sticky notes, you'll love this site. It's very helpful to put notes by topic or category into colorful groups. Their site says, "This is a simple and intuitive virtual whiteboard, complete with all the sticky notes you'll ever need. Unlike the real thing, our notes don't fall off all of the time."

### [academicearth.org](https://academicearth.org)

This may help you if you'd like to hear additional lectures or take additional online classes about topics that may help you achieve your goals. It's connected to the world's top universities and scholars.

**M FOR MEMORIZE**

Learning and memorization are nearly interchangeable.

## M FOR MEMORIZE

Whether you have an excellent memory or not, you can certainly teach yourself through drills and habits to memorize to your fullest potential. The secret lies in learning “how” to remember. Memorization, in many ways, is simply a state of mind. If you start your endeavor intending to remember, it will put your brain in a significantly more open place to absorb information.

On average, we will forget more after the first hour of learning something than during the next 24 hours. Therefore, repetition and time are the champions of success when it comes to memorizing. According to the Academic Skills Center, “Experiments have proven that 50% more study resulted in 50% better retention. After a week passed, it was found that extra work had salvaged six times as much of the material as in the cases when it was barely learned.”



# THE STEPS



## Get organized

Again, get organized in bite-sized pieces. If you have designed your curriculum for teaching your subject, and created audio of your material, you have most likely already accomplished this step. Start small – real small – and select a few things you absolutely know will be part of the exam. Look at the core concepts, then expand from there.



## Use the pyramid

Use the pyramid approach. Whatever the subject, begin at the top by taking the most important ideas and key definitions first – don't even look at anything else until you know these concepts with absolute clarity. Once you have solidified those points, you can take a broader look and start to cover more material.



## Make flashcards

Make flashcards. These aren't just for kindergarteners. They are a powerful tool for all students. Flashcards trigger what is known as "active recall," which means you have to remember something without seeing the information in context. Studies have shown that this kind of memorization can increase retention of a subject up to 100%! You can make your flashcards by hand or use one of the many comprehensive online learning technology sites to create them digitally. If you prefer the hard copies (which I do), separate them into distinct groups ranging from what you know best in pile "A" to what you know least in pile "C". Use your overall confidence in the subject matter as your guide. Spend enough time on piles "B" and "C" that you can boldly move them into pile "A" as you feel more and more secure about your retention.



## Get it wrong

Get it wrong before you get it right. Our minds work in interesting ways and at a subconscious level, we don't want to make a mistake. We want to know the right answer. We need to know the right answer. So, when you do get it wrong, the correct answer may stick a little better and become ingrained in our learning process.



### Have fun

Learning can be fun so don't be afraid to mix it up a little bit in your flashcard drills or study sessions. I found it very intriguing to time myself as I went through the cards, each time trying to find the answer more quickly than the last. As my knowledge grew, so did my ability to get through my cards at a good clip. This, in turn, gave my confidence a significant boost.



### Repeat

Again...repeat...repeat...repeat! Though an extremely simple concept, we tend to take the power of repetition for granted. Yet our daily lives are built on continuous forms of repetition. We get up, brush our teeth, take a shower, go to work (or school), and then we build from that base. If you make learning an equally regular part of your daily routine, you'll see how profound the impact of repetition can be.



## THE DEFINITION OF "REAL" PROPERTY

*When I was a boy, my dad was in the real estate business. The subject of real property is huge, covering a multitude of complex areas. Dad got me started by insisting that I memorize, word-for-word, the most basic thing of all – the definition of real property. Obviously, that is the very tip of the top of the real estate pyramid.*

*I remember it to this day without notes or a script. "Real property is the land; what's beneath it, (like water and mineral rights); what's attached thereto (like plants); what's erected thereon (like buildings); and the right of light and air above." Trust me; memorizing this simple yet incredibly important "top of the pyramid" concept gives you the foundation to learn everything else faster and better than anyone else.*

# HELPFUL RESOURCES

## Online

Here are a few online resources to help you in your quizzing and repetition. Learn how to build a variety of different study methodologies that will help you with your memorization. Explore each and find the tools that work best with your individual learning style.

### [brainscape.com](https://brainscape.com)

This is one of the best sites of its kind available. This personalized platform builds flashcards with a combination of text and multimedia that accelerate learning. They posted a compelling study conducted by Abilene Christian University looking at digital flashcards and other electronic learning programs. According to their website, “students overwhelmingly benefited from these devices with 91% saying that mobile education technology allowed them to participate more fully in class and 85% learned more effectively.”

### [quizlet.com](https://quizlet.com)

Their slogan is “learn it your own way.” This site boasts six different study modes including Flashcards, Learn Mode (to track your progress), Scatter (for matching words and definitions), Test (to help you prepare with an automatically graded quiz), and Space Race (a challenge that has you earn points for typing in words before their definitions vanish).

### [studyblue.com](https://studyblue.com)

Use Study Blue to study millions of flashcards and online quizzes. If you can't find what you are looking for, create your own. Available in mobile formats as well. Personalized flashcards remember what you get wrong and track your progress with reports. When students create flashcards in Study Blue, they can view up to 30 related flashcards from the community. For example, if you were to create a flashcard about a type of law, you could access 30 other flashcards on the subject. You could then review all related flashcards, including your own. In addition, flashcards from the community can be added to your own set.

## Flashcards

There are also more than 100 flashcard apps for your smart phone or tablet, so search around to see what fits your needs. Some of the most notable are:

- [gFlashPro](#)

Powered by Google Docs, this app is \$3.99 and allows you to create a two-column spreadsheet that will turn into a flash card. You can even create six-sided cards.

- [iStudious](#)

This is for all the iOS users and is both a note-taking and flashcard app. Each class has its own notebook, which you can pair with flashcards. Your notes and flashcards can also include finger drawings. The interface is nice and usable. For \$2.99 you get a great iPad-only app.

**E FOR EXAM**

Test before you study.

## E FOR EXAM

It's no secret that taking "practice tests" is a successful part of studying for any exam, but I'd like to offer an advantageous option of how to approach things. I am all for the traditional and logical methods of testing but let me guide you through a slightly illogical premise that may change your test scores. How about taking the tests before you study?

Most students study the material first and then try to answer the questions. I discovered that if I took the test first and supplemented that with creating lists of my own questions as well, I was forced to dig up the answers, and thereby keeping the process fresh and interesting. By developing my own questions, I was able to motivate my mind to be inquisitive.



# THE STEPS



## Motivate

Motivate your mind. List as many questions as you can before you begin. Think through your topic and be honest about what you don't know. Use past exams, study guides and tests online, or ask your professor or teacher for as much pre-test material as possible. Starting with questions is like priming your mind to cry out for answers time after time. Each question creates a void in your brain waiting to be filled.



## Research

Do some research. Research in itself poses and answers questions. Surf the internet to delve into your topic. Browse applicable websites and scan them for information you may not know or may not have heard about regarding the topic you're studying. Often you will find information you may not have considered and answers to questions you never even knew you had.



## TEST TO LEARN, DON'T LEARN TO TEST

*I took practice tests before I studied the material - just the reverse of what everyone else did. Of course, in the beginning I missed about everything, but I used those questions to direct me to the most relevant material - and kept doing it question after question until I could answer them all like a thirty-year law professor.*

*While others sought to learn first and then take the practice exams to test their progress, I did just the opposite...knowing absolutely nothing, I tackled hundreds upon hundreds of sample bar questions first, before I had even looked at the law they tested. Obviously, my initial scores were abysmal. But I used those questions to guide me as to exactly what I needed to study and how to learn it in a way that reflected the call of the questions.*

# HELPFUL RESOURCES

## [studystack.com](http://studystack.com)

This useful (free) site offers a collection of study guides covering a wide range of topics. They offer everything from the basics to major standardized tests. You can use the guides online in more traditional formats like virtual flashcards or word lists, or in more novel ways like fill in the blank games and hang man.

## [stumbleupon.com](http://stumbleupon.com)

A collective set of recommendations from thousands of hours of searching by web users who share your interests. It's basically a recommendation engine. Users add to this engine by providing their personal recommendations on what sites are worth your time. You can select topics and tags for what's of interest to you.

## [testpreview.com](http://testpreview.com)

This is an excellent source for test prep and practice test on almost any subject you can imagine. It also covers all the major tests, LSAT, GMAT, MCAT, ACT, SAT, etc.

**S FOR SUMMARIZE**

Train yourself to zero in on essential information.

## S FOR SUMMARIZE

Summarizing is one of the most powerful tools in the L4X model. Not only will this skill apply to school or studying, but it can be an extraordinarily important tool in business as well. Learning to summarize will help improve your memory and assure that you convey key facts accurately and quickly. This will apply to countless scenarios in your life so it's imperative to grasp this concept and to fully understand how to utilize it.

Summarizing is a matter of training yourself to zero in on essential information in order to save yourself significant time and extra work. According to educator and author Dr. Robert J. Marzano, PhD, "Although the process of comprehension is complex, at its core, comprehension is based on summarizing—restating content in a succinct manner that highlights the most crucial information. In a series of studies with teachers, we determined that summarizing strategies have a substantial average effect on student understanding of academic content. Across 17 experimental/control studies that teachers conducted, we found that using summarizing strategies, on average, increased students' understanding of content by 19 percentile points".



# THE STEPS



## Integrate and Ignore

Understand what it means to summarize. You want to integrate central ideas and ignore irrelevant information. Read text multiple times until you can come away with one or two sentences that tell the story. View everything through the prism of the question “what was the movie about?” You don’t need to spend an hour describing it, just discuss the main character and the basics of the plot. When you start going into too much detail, the summary gets lost. Stay on topic. Keep it simple.



## Take Notes

Learn to take good notes. Though many do not realize it, note taking is almost an art form. Only take down key words and concepts. Don’t waste time trying to write entire sentences and get everything word-for-word. Keep your notes divided by topic or subject so you don’t get lost in your information. Put a date and time on each set of notes, you’ll be surprised how important the little tidbit may be down the road.



## Keep it Brief

Keep it brief. Focus on the main ideas and only the crucial details necessary to support them. Surmise what is relevant and necessary and weed out the rest.



## DON'T RELAX

*I took the 13 most massive, but key areas of the law and summarized them all in one fast moving 58-minute recording that I listened to repeatedly the day before and that morning on my way to the exam. Rather than relax (as was recommended) the day before the test, I instead chose to listen to my summary 12 times for 12 consecutive hours the day before. The result? My score was #1 in the state...I had achieved a score higher than the hundreds who had studied more (three years more) but had ultimately learned less.*

# HELPFUL RESOURCES

## [notebook.zoho.com](http://notebook.zoho.com)

This is a sophisticated and feature-rich online note application. Zoho Notebook provides you a palette where you can type and add image, audio, video, html, URLs, RSS, files, sheets, and more. There is a rich text editor with export, publish, and share features. You can record video and audio's directly into the notebooks, integrate them with Skype for chats and IP telephony, or use the Firefox plug-in to add Web clips easily. If you are the advanced online notebook user type, then you will find Zoho Notebook can provide solutions to meet most of your needs. (Source: Mashable.com)

## [ubernote.com](http://ubernote.com)

With UberNote you can add your tasks in any note that you are working on. Later, you can view the 'Open Tasks' link on the sidebar of the UberNote interface to open all notes with incomplete tasks. You can further integrate your bookmarks with any note and find it later with the 'Bookmarks' link. Other nice things to know about UberNote are that it runs on AJAX and has a history feature that will save all the revisions you make on your notes. You can clip notes with the UberNote online dashboard, with the browser extension, email your notes to a personal email address, or from an AOL IM application. (Source: Mashable.com)



## The Edge

Have you seen the movie, “The Edge” with Alex Baldwin and Anthony Hopkins? It’s about a horrific plane crash, stranding the survivors in the remote Alaskan wilderness where they have to fend off a man-eating bear (played brilliantly by Bart the Bear).

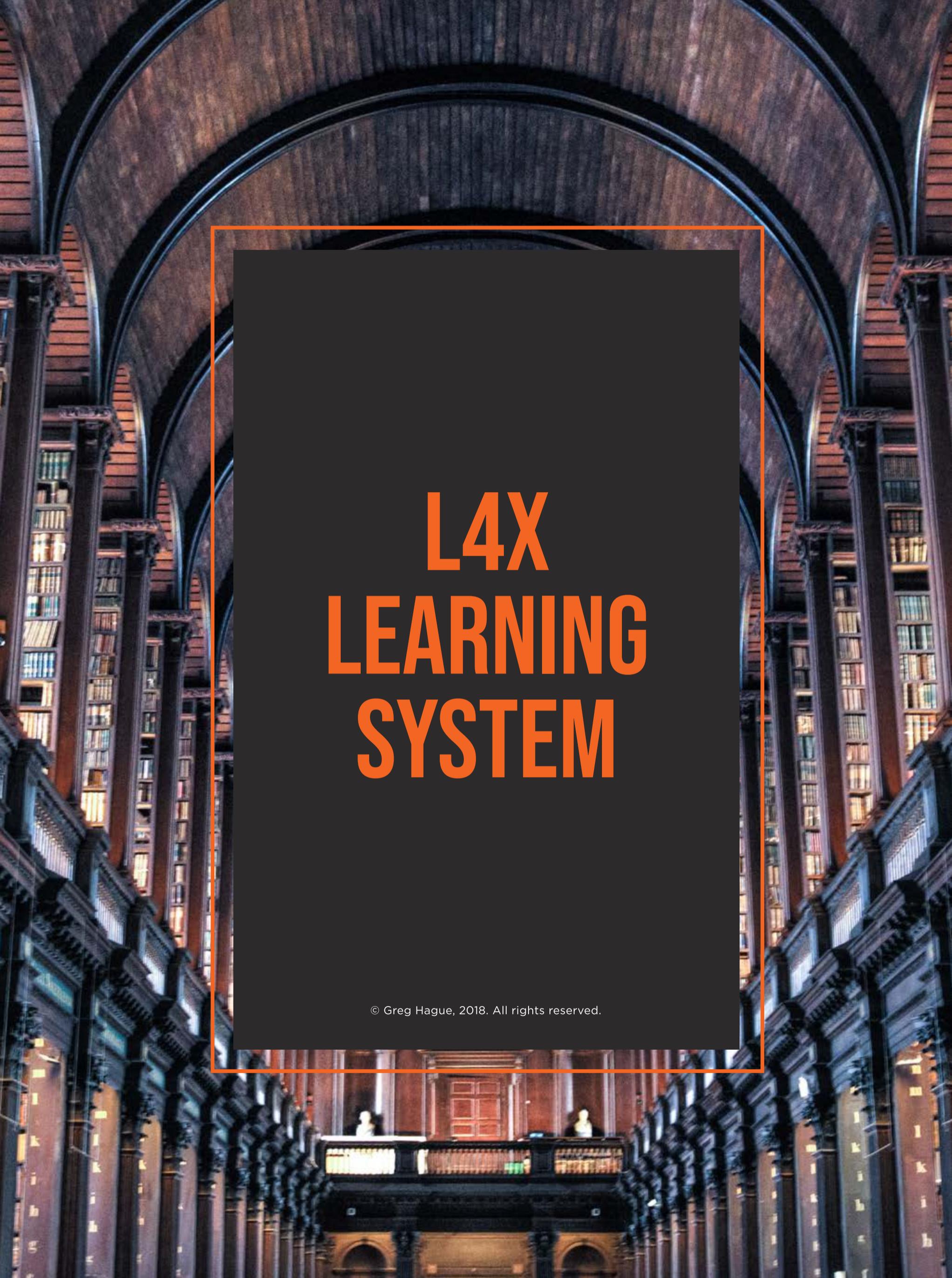
My favorite scene is when Baldwin wants to give up but Hopkins refuses to let him, making him chant over and over, “what one man can do, another can do...we’re going to kill the bear.” The point was to change their mindsets from being the prey to being the hunter. Belief breeds confidence, confidence fuels commitment, and absolute commitment forces work ethic.

After achieving the top score, many said, “Greg, you are really smart.” My reply?... “What I lack in smarts I make up for in effort”. Given how hard I must work to achieve success (including passing the bar), I can humbly admit I’m not all that smart. But I do know how to work effectively.

My parting advice is if it isn’t important enough to go all in, forget it. If it is that important, sacrifice whatever you must, but get it done.

**Happiness isn’t about pleasure. It’s about purpose. A life “all in” is a life well lived...at least for me.**

“It has been my observation that most people get ahead during the time that others waste.” – Henry Ford



# L4X LEARNING SYSTEM

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