

# **The Weekly Read on E. Issue #2**

**By Lauren Hazel**

**People who cling to their delusions find it difficult, if not impossible, to learn anything worth learning: A people under the necessity of creating themselves must examine everything, and soak up learning the way the roots of a tree soak up water.**

---James Baldwin

A lot of us become stuck in our ways. It's true even you, are stuck in some old way of doing something because it is what you have been taught and what society at the time said was acceptable. When I was growing up the emphasis was on going to college and getting a secure job. The education system and those that found easy profits from it were able to make money over the long term because parents. Especially those middle class and above were afraid of their child not making it into a top university. Year ago I had a Math tutor business where I had clients for years. Once I got my foot in the door it was easy to presale tutoring packages for the next school year. I even had special summer programs that were sold out by March because the demand for getting ahead was so high.

Now we live in a different age. The hardest to get into companies don't require a college degree. As long as you prove that you can do the job with some kind of experience. You can get an interview and get hired. I met a man the other day that used to be a gov't food service worker at hospital. He did that for 10 years but he also got into media production and podcasting. It was his side hustle that he loved working on. Three year ago his hospital started making a lot of changes that was squeezing out all the government food services workers. They wanted them to do more work and not pay them for their extra time or position change which is illegal. When

this was going on the man decided enough was enough. He had saved money over the years and his side hustle brought in a few extra a month.

He left his “safe” government job. One of his friends tipped him on a Media data company that had some open positions. He didn’t think he was very qualified but he applied anyway. As it turns out the company didn’t give one damn about him being a food service worker. All those years of podcasting and learning how to edit video, audio and other skills got him an interview and a job that pays him 3 times his old government worker one.

Yes he still has his side hustle that has grown with 6 paying podcast shows.

Normally someone would have told him to go back to school and get a degree. Taking on ten of thousands of dollars in debt plus 4 years of his life so he could qualify for a job like he has now. That was the old way.

Now if you put in work developing new skills and work on those skills. I like working on those skills by creating profitable businesses. You will be able to leverage them for other high value things when times get tough or when you had enough of the B.S.

Pay attention to how the world and your society is changing. Don’t be so stuff in your ways that you miss out on opportunities.

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**The 50th Law Reread Focus: Realism**

I believe myself to be a realist. I like looking at things as how they are and not so much on how things should or what I would like them to be. Part of being an entrepreneur is seeing potential and making dreams become reality. Sure, I do that too but when attempting to take action to implement. I must see things as how they are or risk failing.

The first chapter of the 50th Law deals with intense realism. People like Abraham Lincoln was a realist. He saw things as what they were and was pragmatic about his approach to problems. His methods are what saved the union and kept the United States...united.

*“When you do not get to the root of a problem, you cannot solve it in any meaningful matter. People like to look at the surfaces, get all emotional and react, doing things for them in the long term.”* **The 50th Law by Robert Greene and 50 Cent**

Lesson I got:

Be real about what is going on around you. That is with friends, enemies, lovers, employers, customers etc... To many of us get into problems because we have our rose colored glasses on when deal with people. Then we get hurt and then that for many becomes out new rose colored glasses. We never get to the root of the issue. We repeat this pattern over and over.

We have to do things differently.

We need to get to the root of the problem.

**Application for Mental/Life/Business Development:**

Now for the action part. When you start developing the skill of seeing people as they are....

This is not an overnight.

You have to get in the habit of analyzing and questioning. Seeing beyond what they told you and start looking at what they did and/or do.

In relationships it could be your spouse/boyfriend/girlfriend telling you they are not upset. However is you look at what their actions tell you. You know that this is not the case. They change their tone talking to you. They start becoming passive aggressive. It is obvious that they are not happy at this moment. If you took the time to find the root of the issue. You can then navigate their emotional state to bring them to a better more content place.

Most people are not good at communicating their feelings or problems.

They might say it is the dishes that you didn't wash but its more than that.

Find the root.

The same goes for creating winning marketing campaigns. Understanding the root of the problem your market has will give you the tools needed to better serve them and serve yourself.

Because many marketers and sales people ignore this. You get lackluster results from marketing and sales campaigns. The companies or entrepreneurs that root on getting to the root of the issue. That really get their market are the ones that get the most success and beat others that have more money and power in the same market.

If like to get The 50th Law to Read for yourself. Click the link below:

<https://amzn.to/31KBaZg>

Go Forward Truly Seeing

Peace.

Lauren

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