

# Cynthia Kersey's Unstoppable Giving Challenge Millionaire Mentors Program

## What Will YOUR \$1,000,000 Idea Be?



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Rev. Michael Beckwith



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Dr. Ken Blanchard



Bob Proctor



Mark Victor Hansen



Bill Harris



Stewart Emory



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*Twelve world-famous millionaires share their private secrets for generating \$1,000,000 ideas...without accepting a single dollar in return...and show you, step by step, how you can create one, too...All while saving over 4,000 children's lives!*

**Mentor: Mark Victor Hansen**

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THE MILLION DOLLAR IDEA:  
HOW TO DEVELOP A MILLION DOLLAR IDEA  
TO CHANGE YOUR LIFE  
AND CHANGE THE WORLD

**Cynthia Kersey interviewing Mark Victor Hansen – Mentor #2**

MS. KERSEY: Hello. My name is Cynthia Kersey, and I'd like to welcome you to the Million Dollar Idea: How to Develop a Million Dollar Idea to Change Your Life and Change the World.

I'm excited to bring to you 12 interviews of world-famous millionaires, philanthropists and business leaders who will show you their strategy not only for generating ideas that can make you millions of dollars, but then how to actually implement those ideas. And, of course, the intention behind this course is to raise money to build a minimum of 40 schools in Africa. So every expert, every mentor involved in this course is doing so not for financial compensation, but it's their way to give back and support this initiative which is sponsored by The Unstoppable Foundation. So I'm deeply grateful to them and I'm deeply grateful for you, the listener, because you're the ones who care enough to make a contribution, ultimately, to this important project that will help stop the cycle of extreme poverty in the world through education.

So I'm deeply blessed and appreciative and excited to introduce to you our millionaire mentor today. And this man is just an incredible, extraordinary human being. He's a dear friend and colleague of mine. And in the area of human potential, Mark Victor Hansen is at the top of the list. As a co-author of the "Chicken Soup For The Soul" series of books, he's sold an amazing 140 million books. It's probably grown since I got that last number. He's been sharing the secrets of wealth creation for decades, presenting to over two million people in over 35 countries. So Mark is an expert at what we're going to be talking about today.

And he's known not only for his ability to motivate and inspire people, but to stimulate creativity. You cannot be in Mark's presence and not walk away with an enlarged vision of what's possible for your life. So if you want to implement a mega million dollar idea, Mark Victor Hansen is the man to show you how. So welcome, my dear friend, Mark Victor Hansen.

MR. HANSEN: I couldn't be more excited to do this. My mind is bursting with ideas to give them ideas that will have ideas to compound the ideas.

MS. KERSEY: Well, let me tell you, Bob Proctor said that no one's going to come up with more mega million dollar ideas on their call than you. So everybody who knows you, Mark, is just inspired by the way you think and the way that you plus things. And so I just want to get right into the heart of what we're going to talk about. So, tell me, what do you see as the evolution of developing a million dollar idea? Where do people begin?

MR. HANSEN: Well, first of all, they've got to decide in favor of themselves that they're going to have million dollars ideas. Second, once they decide that, they've got to decide the zone or the area or the fundamental place that they would like to do it, you know. And then the third one is that they get a little coterie of people, a group of people Accomplishes Miracles -- to do it. And then, you know, all that is underneath the -- and then you got to go do the do, number four. But all that is under a philosophical overlay from my teacher in graduate school when I was working on my doctorate, Bucky Fuller, who said -- Dr. Fuller said, Real wealth is -- RW, real wealth, equals I, ideas times energy. Now, ideas are infinite once your mind is open. And listening to these 12 superstars is going to open up your mind. That's wonderful!

Now, energy is also infinite. As you know, the laws of thermodynamics say, it neither and destroyed, it's just transformed. And it's transformed by only one thing, and that is ideas backed with feelings give you the wealth. So ideas with feeling are the critical part here that Bucky didn't add feelings, but I'm going to add your feelment and your

fulthrillment gets your fulfillment. So if you have big ideas, grand ideas, and want to go do stuff that no one else has ever done, you become, as you would say, unstoppable.

MS. KERSEY: So let's talk about that. So you first have to decide that you're going to create a million dollar idea. So what do you recommend the people sit down, the people listening to this call, they're going to start with the intention that I'm going to create something really big?

MR. HANSEN: Yeah. And, you know, we've got a whole book that everyone can have free if they go to my website, [markvictorhansen.com](http://markvictorhansen.com). And it's called "The Big." And one of the richest guys in Japan, an American living in Japan, who owns the biggest hedge fund made \$647 million in one day. He and I -- James Skinner and I wrote -- and he's only 44, ladies, and single. Very good looking, I think. I mean, you know, for a man looking at a man. But James and I wrote a book called "The Big." And we said, look, there are eight things but, first of all, you got to be big to do big stuff.

And then you got to have big goals. So your mind starts to go to work. And, you know, all of us were born endowed. We were born over-endowed with one billion brain cells. Now, understand when I went bankrupt 34 years ago, I thought I should kill myself because I thought my self worth and net worth were the same. But so you've got to be big, then you've got to have big goals, then you have big team members. And how do you get big team members? Well, you hang out with and do charitable things, just like you all did. You invested a substantial amount of money to listen to those telephone calls. But -

MS. KERSEY: Not substantial. \$100.

MR. HANSEN: Well, that's substantial to a lot of people.

MS. KERSEY: Well, that's a good point.

MR. HANSEN: Yeah. So, I mean, I saw a little lady, you know, walking by my car when I had to go get something at Verizon yesterday. And I could see she was destitute, so I immediately, you know, laid a little bit of money on her, because she wasn't going to eat if I didn't. And there are some people that can't, you know, even figure out how to feed themselves unless somebody takes care of it. And, yes, we've got government institutions and religious institutions but, you know so people that you just see, you've got to go take care of them. If you got it and they haven't got it.

The point is you and I are supposed to use our ideas to create divine surplus. And nature only knows lavish abundance. All you've got to do is look at a tree that's 20 or 30 years old. I mean, you know, when I was in Greece not long ago with my inner circle, you know, one olive little seed turns into 9,000 pounds of olives over four years. Isn't that amazing?

MS. KERSEY: That is fascinating. And really thinking about creating a big idea, Mark, I know you're a big humanitarian and philanthropist, when you look at creating a big idea, do you look at how is this idea not only going to impact me but really deliver service to other people?

MR. HANSEN: Right. And if the idea is big enough, then it's going to serve almost everybody. I mean, like former president Bill Clinton comes up with what you and I like, which is the Clinton Global Initiative. And, you know, I've got the book here so I can give you the exact numbers or at least the numbers in the book. I think they're on the last page. But, you know, he starts out getting them to give a little, and then all of a sudden gets everyone to commit to vast amounts of money. And it goes from hundreds of dollars to ultimately billions of dollars in a very short time. And, you know, he gets everybody there from Carlos Slim, the richest guy in Mexico, to Bill Gates to Warren Buffet, our now richest man, and they start doing stuff they would not have done otherwise if he hadn't asked them.

MS. KERSEY: Right.

MR. HANSEN: You know. So maybe the fifth point I should make is that you've got to be willing to ask. And you've been willing to ask me again and again for money, and I've been willing to give it to you for a couple of different things. And then you told me -- and I quoted you at my seminar, my Mega Speech Marketing Seminar, this weekend. And I said, Hey, look, I was going to try to do it myself, make all this fortune, and Cynthia said to me -- gave me an idea and said, Look, there's a limit to how much you can give, but there's no limit to how much you can get other people to give. And, you know, here I found a page with Clinton. So, you know, he does a three-day seminar and he asks for a specific commitment in time and money. And one of the areas to take specific action, and what he wants to do is fight poverty, improve health and combat climate change and promote reconciliation amongst people. So the first year, they got \$2.5 billion in pledges to take specific actions from 14 individuals and groups that attended and gave their commitments. In dollar terms, they were -- some were large, some were small, but they all made a difference. By 2006, the commitment exceeded \$7 billion. And now you and I know that he's got a giant meeting coming up. It was more since this book was done in New York and then now the first week in December, some of you are going to be listening to this after this has happened, but he's having the biggest global initiative summit run by two of my friends. Po Chung is the third richest guy in Asia, and he's running it in Hong Kong and has brought everybody out, brought me in a few times, but he's running it with -- a Clinton Global Initiative with Clinton, of course. And then the other guy that's helping is the guy that owns Excel Corporation, who I was once partners with, Roger Hamilton. So it is going to be big and the initiative is literally what Clinton has promised. He started in America and then has now moved it out globally. And I don't know what other countries he's going to. But what I'm saying is an acorn becomes a gigantic oak tree over life. So you have these little ideas, and then they compound and become bigger, like one of the first things I said in this call.

MS. KERSEY: Yeah. And you know what? I just want to make a point on that, because corporate responsibility, social responsibility is really on trend right now. Paul Hawkins, in his book "Ecology of Commerce," talks about how businesses are going to come

together for the purpose of healing the planet. Bill Gates talks about it. He uses the term "creative capitalism." And so it's exciting and for the people listening to this it's like maybe your idea can be an idea that can repair our ecosystem or, you know, to feed all the children in the world or really solve an issue that our corporations and we have personally been responsible for creating to begin with. I can't imagine -- go ahead.

MR. HANSEN: Yeah, you're exactly correct. Everything you said is right on. And the spiritual law in -- (inaudible) -- says first of all you got to take care of yourself. Right?

MS. KERSEY: Right.

MR. HANSEN: You got to be self-responsible and self ultimately financially independent. And that may or may not work in a corporate structure, which is why I wrote "One Minute Millionaire," so everyone can be an entrepreneur and create great self-value and then value to the marketplace, value to their family, value to their foundation, value to the future, and value to the world. And then you take care of your family, obviously, second. So you take care of yourself, then your family, then your company, obviously, then your community, then your estate, then your country, the world. And enough of us have created enough financial largess.

What Bucky always taught me was, you get your future days paid for as fast as you can. And Jim Row and I say, Everyone should be able to be a millionaire if you're in America. Now, obviously, we're going to have this listened to worldwide and you're going to put it up on my company I'm the senior advisor to youpublish.com, you know. So it's going to be exposed to -- you know, today it will be exposed to a million and a half Chinese and gazillions of Japanese and it's growing every day because of our corporate partners. And what happens is that so this thing that we're talking is going to outreach, and it's going to outreach easily, effortlessly, fast and vastly, and what we need to do is change the consciousness because -- Cynthia and I have a great friend, Dr. Mohammad Unis, who's got 100 million primarily women out of poverty in Bangladesh starting 30 plus years ago. And now he's giving cell phones at \$15 each. And he said, Look, we need to do two

kinds of business. We need to do maximize your earnings business, which is normal enterprise, and then w've got to have one called social enterprise, which goes along with what we call it as enlightened capitalism, you know, enlightened creation where you put massive value from others, come out of abundance and leave a legacy that's worthy of you. But when Unis sat with the head of Dannon yogurt in France after they got through the repartee and rapport, the head of Dannon said, Well, what do you want, Dr. Unis. And Dr. Unis said, Well, what I want is a yogurt that will cost one cent that I can sell in Bangladesh that will give all the nutrients, protein, vitamins, minerals that somebody needs in just one cup. And he says, Well, great, we'll make it in a recyclable or -- sorry. We'll make it in a biodegradable cup. Unis says, Nope. When I eat an ice cream cone, I eat the ice cream then I eat the cone. And what we've got to do is have an edible cone because we already have a landfill problem. That is really enlightened.

And then, you know, one of our friends that we love a lot named Paul Winter heard me tell that little story. And Paul was creating a new candy bar which he had the wrong name on it. I renamed it, but I've got a fiduciary responsibility, I can't share it. The candy bar has all the nutrients you'd want for a day for any kid, which is a big difference from junk food that all of us grew up with, probably, that are on this call. And then, you know, I said, Look, you've got to have a wrapper that is totally safe but totally edible. And, by God, he invented it.

MS. KERSEY: That's amazing.

MR. HANSEN: So that's how you come up with ideas. People push the edge of your envelope. You've got to -- let's say point number six today, you have to hang out with people that push your envelope and ask you to do stuff that nobody can do. Can I talk to that for a second?

MS. KERSEY: Yes, please.



MR. HANSEN: Well, as we're doing this, and the problem may get solved somehow, but we have a \$700 billion gifting guarantee of the government which, you know, is a free enterprise where I can object to, but I saw they didn't want to stab a run in the bank so they went for it. And now as we're doing this call, which will be dated a little bit, but the numbers have run up and, you know, we're having another gush of cash in, so it's at a trillion four hundred million. So I said, Well, nobody's figuring out how to pay this off. And I don't know that this will get executed, but my little idea -- because I said -- I asked myself -- I teach the size of your question -- one of my clichés when you read my quote books and all those, but is the size of your question determines the size of your results. If you ask big questions like, If no one else is going to figure out how to pay this -- you know, like Bucky Fuller taught me: Do what needs to be done that no one else is doing. It will make no one better off and no one worse off. I said, Well, how would I pay that off? And I said, Well, wow, insurance would be the right way.

According to my economist, macroeconomist friend, Dr. Paul Pilzer who wrote "Unlimited Wealth" and "God Wants You To Be Rich," all of which you should read if you want to have flourishing ideas, just like you have to read my money books, "One Minute Millionaire" and -- (inaudible). Paul says, Look, we have 10 million millionaires in America. Now, in the next five years, because of this catastrophe economically -- most people are looking at it from the wrong side. They've got to look at it as the greatest opportunity. Ying and yang, crisis equals opportunity. But Paul said we've got 10 million millionaires, we're going to have 10 million more millionaires, so we'll have 20 million net millionaires. So I say -- and each of us that's a millionaire, myself and my buddies and every one of them that I've asked said they'll do this. We'll buy a million dollar policy that pays off the Federal debt if they'll stop the interest charge from running. And that will stop -- right now we're having massive deflation, as I talk, whereas in Orange County, where I live, in Newport it's 20 percent down and out in Riverside it's 50 down and then Vegas right now it's 80 to 90 percent down on, like, real estate.

MS. KERSEY: You're kidding.

MR. HANSEN: That's devaluing. But right after you have devalued, you always have accelerating what's called hyperinflation, if you know your economics. Like in Argentina where they bring a wheelbarrow of money to buy a loaf of bread and somebody steals the wheelbarrow. They didn't want the money because it was useless. The same in Germany before Hitler took over, which is not the way we want to go. That's why you've got to control this. And I'm saying, hey, look, we buy -- we got 14,000 out of 10 million current millionaires buy a million dollar policy -- and I'm part of an insurance company that I think can do that called Money Ins and its run by Chairman Jim Griffin, who is ready to do this thing for us. So you got 14,000 who buy a million dollar policy. There's your trillion four hundred billion, and then now it's guaranteed to get paid off when we die. So that stops all the inflation.

Now, you know, my buddy James Skinner, when I talked to him in Japan yesterday, said, Hey, wait a second. These guys want inflation, so they payoff with cheaper dollars in the future. I said, They want inflation, but remember, I said, you don't want hyperinflation. So what I'm doing now is I'm giving you an idea. And, yes, do I want it to go through an insurance company I own five percent of? Of course. But if you go through all the insurance companies, then all of us will do well. But it's an idea whose time has come.

And then I said, Well, if we do the same thing for the five million pieces of foreclosure -- not everybody will do it. There's a couple things we got to sequence when they foreclose. But if you just had dinner, you don't want to have six more meals on top of it. And that's what we've got right now with five million foreclosures hitting that table at once. It devalues everybody's stuff and there's no equity and there's no ATM to go to and people have to, in a positive way, reset their economics, and earn more money, figure out how to keep their houses. But 94 percent of us are paying our bills. That's the good news. And so we say, Well, wait a second. How do we take that little idea and make it infinitely better off? Well, the average house is \$300,000 in America, which is amazing. -- first house I bought 30 years ago in East Islip, Long Island was \$2,000 down for \$14,000. I know, Cynthia, you're not even going to believe that kind of price existed.

MS. KERSEY: Wow. Yeah.

MR. HANSEN: Yeah. And then I zoned for 58 grand a couple years later because of rampant inflation. The point is we take an insurance policy -- because interest is about \$900,000 on a \$300,000 house total; interest and equity and all that over the 30 years. Buy an insurance policy against it that suddenly forestalls the reason to foreclose and it guarantees it. And as a person pays down their loan, they can either keep the insurance or sell it or get rid of it, whatever they need to do. But if you do it with term, it would be, like, \$40 a month guaranteeing that. And suddenly now we've stopped all the massive inflation on real estate, too. And all it takes is little ideas that have a big effect. It's always -- we teach in the book I wrote with Bob Alan, "One Minute Millionaire," little hinges move big doors. And the first principle we teach is, you know, long way to wealth is compound interest. And I can talk to that, if you want. And then short way to wealth is compound leverage. And there's seven levers to wealth. Is this helpful?

MS. KERSEY: It's fantastic. And what I'm hearing, Mark, is regardless of the economy and what's happening, there's an opportunity to come up with big ideas. And what I hear you doing is you're always thinking of solutions versus just wallowing in the problem. You're looking at wow, in a very out-of-the-box way, what can we do to solve these issues, and you're coming up with some great ideas. So I want to encourage everybody listening to be inspired to start looking out of the box in a whole different way. How can I solve some of the issues that people are experiencing, that our economy is experiencing, in a way that will make a big difference not only in my life but it will make a difference in their life, too? So go ahead.

MR. HANSEN: Exactly.

MS. KERSEY: Yeah, go ahead.

MR. HANSEN: Exactly what she's saying is if you have a problem sitting in front of you, you want to put together, like I said, a little dream team to solve the problem. And

you want to hang out with people that are solution-oriented, like Cynthia just said, not problem-oriented. Anyone can tell you what the -- well, not anyone can tell you what the problem is, because most people don't know what the real problem is.

MS. KERSEY: Right.

MR. HANSEN: Like, I just got a letter probably 50 items long from Skinner saying here's what the real problems are and, you know, I'm putting a little coterie of people together to solve those kinds of problems. And that's what we do with our inner circle is say how do we solve some of our problems. Because you can't have a problem that doesn't have a solution. And you say, well, wait a second. There are people that are dying of cancer. Well, there are also places in the world that heal cancer and they have some out-of-the-box solutions. Now, I'm not here to argue with the oncologist or standard medical procedure, but there's some stuff, according to Dr. Earl Bakken, the guy that invented the pacemaker, he says, look, allopathic medicine covers about 15 percent of stuff that will cure you. Need the other 85 percent, whether it's chiropractic or acupuncture or massage or hands-on healing, you know, the modalities of myoscope and accuscope with electronic acupuncture, whatever it is you need, right, there's a lot of different modalities inclusive of the one that I don't see any docs do in which you and I believe in, Cynthia, is you got to detox once in a while. And that's simple as the Master Cleanse Fast and that's a good idea. And, you know, for some of you, I'm pushing the edge of your envelope and the edge of your buttons and you say, Where do I find that? And you can go to a health food store and buy a book on it, you know.

MS. KERSEY: Oh, yeah. There's tons of cleanses available out there. And you know what, Mark? There's all sorts of solutions, you know, that haven't even been invented yet. I think it just requires people to be open and not feel like they already know everything. You know, knowing is the booby prize.

MR. HANSEN: Exactly. And you're the booby.

MS. KERSEY: Exactly. And so you really want to move forward and really look at what would be possible, what is the opportunity, and not focus -- I was talking to a friend today, and she said, Oh, another, you know, big retailer closed. And I said, Please. Let's not focus on who's closing and who's losing money and who's going out of business and really focus on, you know, what's possible and all the good. And you and I are fortunate to be around a lot of people who are not really seeing the impact of this economy right now because they are solution-oriented and they are evolving their business and they're out there delivering a lot of value.

MR. HANSEN: Right. Because that's -- the goal is, you know, the quantity -- Napoleon Hill said a long time ago in "Think and Grow Rich," it's the quantity of service plus the quality of your service with a positive mental attitude that equals unlimited compensation. There's more compensation available today than ever and there's more problems today than ever.

There's seven billion of us currently alive, racing towards 12 billion; which I don't think we've got a population problem, we got a design problem and we got an energy problem. And when you raise the energy -- when I worked on World Gain with Dr. Fuller, when you raise the energy kilowatt hours per capita, what happens is populations tend to stabilize. And when I worked in China four times last year, you know, I told the leadership this is what we need. You do not need some of the things that you're doing, like infanticide, which they didn't like doing anyhow. So, you know, what happens is -- and you say, well, energy affects birth rate? And the answer is 100 percent yes. When you do the overlays on Bucky's map, he created a new kind of map, you go, holy shmoly, there's some solutions here that no one ever thought about. I mean, we can go into detail on it. What we're trying to do here, ladies and gentlemen, is stimulate different out-of-the-box ideas to stimulate you to start thinking like, hey, wait a second, can we go all petro chemicals? And I'd like to talk to that just real quick as an idea. And I'm an investor in two things, but one is alternative energies with, you know, natural power concepts out of Hawaii. They've got 90 patents, they're selling and licensing to major corporations right now that have alternative energies. And seen our little video on it for

spherical windows with magnets on the outside, just doing stuff that no one ever thought, and tidal energy and geothermic energy and volcanic energy, all of which is free. We don't need to be burning up our environment and throwing hydrocarbons into the ionosphere. That's number one.

Number two is that I'm part of a little company called VP Partnerships, which is -- it's called CleanTech to the public. But, like, they got a bunch of stuff. And Israel is going to have all electric cars in the next five years and my parents' home country of Denmark has said if you buy anything other than electric car, which instead of cost 20 to 30 cents a mile, like here in America it depends on whether you got a little car or an SUV, and I'm talking about license plates and all that other stuff, I'm talking in taxes, I'm just talking about the petro chemical, it costs one cent a mile to run the car. In Denmark, if you don't buy an electric car right now, they charge you \$180,000 excise tax. So, yes, can have a BMW, Mercedes, anything you want, or a Chrysler or Ford or a GM but -- you know, companies that are having trouble because they weren't keeping up with the times. In other words, you got to be thinking of ideas to keep ahead of the trends where you're doing both creative and synthetic thinking to come up with new ideas. And you've got to hang out with people that like to hear new ideas and do not start out, like Cynthia said, saying "no." You say, How can we make this unstoppable? And then, you know, Governor Lingo in Hawaii has said, Yeah, we're going to have all electric cars here because we can't keep polluting this place. So slowly -- it looks slowly at first, but all of the sudden the idea that was rejected that we can have all this natural energy and make fortunes, what we're going to see here and what my credo is, number one -- and, you know, I'm selling this idea, too, so listen up. But number one, we want America energy self-sufficient with clean green energy. Number two, we want to be a net exporter of that energy and sell it. And that by those two, one and two, that will cause 100 percent employment of those who want to be employed. Now, there are those who, you know, want to work, and that's another issue. But the people that want to work will all have work. And it's going to be new work and innovative work, different work. And, you know, America needs to be the IP, the intellectual property farm, for the world. And that includes we've got to start creating enough medical doctors and quit screwing around

with this asinine union we've got. We got to do the same with veterinarians; we got to do the same with dentists. Because, you know, when Cynthia and I went to China, we would get real medical care but the rest of the people don't because they just simply haven't got enough trained professionals. And we have the capacity with 4,800 schools in America to be the capital for that kind of education.

And let's get back to where she really started -- the question here is the two things that keep the economy going. Only two things make money in business, according to Peter Drucker, the dean of all business, who just passed away. He used to be at Claremont Business School and charged fortunes to major corporations. But he said number one is marketing, number two is innovation. You add that to what Warren Buffet said, The only place money is made is you're creating value or finding value. And what we're saying here is: For your ideas, you got to create value and find value. That's where the money is.

MS. KERSEY: I love that; create value and find value. So how would you recommend that a typical entrepreneur listening to this, you know, maybe they're working for a network marketing company or maybe they are a doctor, they're running their own company, how would you recommend that people approach this?

MR. HANSEN: Well, I'm writing it down myself -- I'm talking to thousands this weekend.

MS. KERSEY: Right.

MR. HANSEN: Ask the question again.

MS. KERSEY: Well, I mean, think about it. You got a lot of these people. You support a lot of network marketing companies. And let's just say there are people working for a company or a distributor for a company or a small business. And basically what you're saying is two things make money; marketing and innovation. How would you

recommend that people approach this if they're working for a company? How do they integrate these strategies into their mega million dollar idea concept?

MR. HANSEN: Well, first of all, the marketing, marketing is what you outreach. And then the outreach is who do you -- I mean, you know, go down to the prospecting level. But the marketing level, the best marketing hasn't been done yet. The best sales haven't been done yet. If you ask any of the top sales people who make fortunes, I'm talking about not a million but millions a year, you know, you ask the top insurance guy and say, What's the best sale you ever made? And they say, I haven't made it yet. He or she would say that. And the same thing with any industry. And, you know, the best marketing idea hasn't been had yet. And the best marketing idea in any MLM or network marketing or direct selling company hasn't been had yet. And anyone listening on this call can figure that out. He or she can come up with the best idea. Like, one of the companies I'm working with now, I just figured out to how to out-market anything they've done. As far as I'm concerned, my mentor and friend for 34 years, Chip Collins, and I looked at the company -- by the way, it's going gangbusters right now, but the company doesn't know how to market. They just happen to have the right product at the right time to the right audience and the right environment in this screwed-up economy that we have. But they're doing it wrong and doing it well. And he said, Well, how do you explain that? I said, Well, it's like Lee Trevino. He golfed without style, but he did it so often and so regularly that he became the world's best golfer in his time, even though his form was wrong. So you can do something wrong and still get a great result because of, you know, enthusiasm for the sport. The point being that, let's go to the bigger issue here is the best marketing idea hasn't been had yet. And the best marketing ideas, where do you go to use what -- our friend who has the same birthday as me, my dear friend Jay Abraham, the world's greatest long copywriter, marketing genius, -- he calls himself the world's greatest marketer, but he'd say, Where can you build what's called a saprophytic -- that's a biological term, saprophytic -- relationship where somebody else owns the market, owns the clients, and you go and work with their clients and them, help them make more money and help you make more money. And there's a gazillion of those relationships, especially right now when the economy is in flux and there's chaos.



There's people that are open to ideas today that they were not open to yesterday because, you know, we've hit a perfect economic storm, which is to your advantage if you do what Cynthia and I are talking about and you make sure you listen to what Abraham has taught us, What is your story? Most people do a negative story and they're so clueless that they're stuck in their negative story and they just keep repeating and then they wonder why they keep getting repetitiously bad ideas. And I'm listening to myself, saying, Gosh, I've been repeating some of this stupidity about how bad things are. And then so I said, Well, what I'm going to do is instead of being bad, I'm going to say, I'm glad. Because if you live in joy, now you can pay joy now and joy in the future. So if I'm going to live in joy, what am I going to be joyous about? Well, I'm going to be joyous about figuring out how to pay off the trillion, you know, four hundred billion dollar accelerating debt and putting it in a holding pattern and I'm going to keep talking about it until somebody's willing to listen and give it some traction and action. Because that's not really my political strength. But I know the people that have some political strength and the where with all to make that happen.

MS. KERSEY: How do you deal with naysayers? I mean, obviously, when you're coming up with all of these out-of-the-box solutions, I'm sure a lot of people tell you you're crazy. How do you personally deal with that?

MR. HANSEN: When they did that -- when we wrote "Chicken Soup" -- and the number, going back to your first statistic -- 157 million, right now, books sold.

MS. KERSEY: There you go.

MR. HANSEN: Yeah, there you go. So my number did get bigger. And, you know, that's the goal. My goal is to sell a billion books. So I've got to keep making the number, push the edge of the envelope. And we're number one in Singapore right now and number one in Canada. And, you know, some people say, well, I don't -- (inaudible) -- book in the U.S. Well, they're rocking in Hawaii, they're rocking all over. Anyhow, so, we had 144 people turn us down. And what we say is N-E-X-T. Next. You got to

keep saying, you know, next. Because if you talk to enough people, you'll find somebody that agrees with you, assuming you've got something that's legitimate, good, honest, ethical, moral, good management, good leadership. And, you know, it's going to make everybody better off – that would be the goal of enlightenment -- and no one worse off. Right? And that's where I'm at. And what you got to do is get your future days paid so you can afford to do that. And you do it. And while you're doing that, you got to tithe. You know, if you can't give 10 percent – I say there's three tens. You know, you live on - - if you got \$100, you live on \$70, you know, 10 percent towards your church, temple, ashram, synagogue, or the good cause that you believe in or a 501c3 that you find relishable. Number two, you save 10 percent so when there is bad economic times -- like, you know, for some people, we're in the valley, and everything pulsates. There's no -- quantum physics teaches there's no straight lines. There's particles and waves. And wave means -- if wave means anything, it's got to go up and down, back and forth. It's got to oscillate. Therefore, the economy, you got to save 10 percent.

And then three -- so you give 10 percent, save 10 percent and give 10 percent in something that's going to accelerate so you don't have to work -- so your money works for you harder than you work for it. And you say, Well, wait a second. I can't afford those three 10 percents. Well, you start with one-tenth of one percent and build up to two-tenths of one percent and then one percent and two percent and three percent and build up to that if you can't do it all right now. But everybody can do something. Everybody can give something. And, you know, I was thinking about it this morning. I mean, just go through your whole wardrobe, the clothes you don't wear, the shoes, ladies, that don't fit. You know, give them to Goodwill, Salvation Army or somebody that – active giving opens up your active receiving.

MS. KERSEY: Yes, it does.

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MR. HANSEN: Which Cynthia talked so beautifully to while we were suffering on a cruise ship with my dear friend Bob Proctor, who you've heard from, as we're going through the Grand Caymans and Jamaica. She is brilliant.

MS. KERSEY: You know, what's interesting, Mark, is, literally, it's like when I get more money in, I can't wait to write the check for my tithes. So it's literally -- today I was walking my dogs on the beach and I was thinking, Oh, I got some payment in for some of my coaching things. Who am I going to donate this money to?

MR. HANSEN: The Mark Victor Hansen Foundation. You already gave us some for what's coming up, but we'll take it. We can buy another table, Cynthia.

MS. KERSEY: There you go. Thank you. But you see what I'm saying? It's like joyfully receiving -- or joyfully giving and graciously receiving. It's understanding that when we give we are activating that law of receiving in our life. And I really believe that and I live it. And it's not just the financial prosperity we get from giving, but how amazing we feel living a life of generosity.

MR. HANSEN: Yeah.

MS. KERSEY: And that's who you are. I mean, you really embody generosity. And I think look at how you've been blessed in your life.

MR. HANSEN: I have. And our dear friend Bob Proctor says you got to get up early in the morning to outgive Mark Victor Hansen.

MS. KERSEY: That's right. He does. He absolutely does say that.

MR. HANSEN: That's a great one.

MS. KERSEY: So what would you say to people right now who would say, you know, I can't give right now, you know, I have to feed my kids or I'm really struggling. There could be people listening to this that are really, really struggling. I mean, one thing that you said is start with a tenth of 10 percent. I mean, really start with where you are.

MR. HANSEN: Exactly. That's true. But let me even talk to that.

MS. KERSEY: Okay.

MR. HANSEN: Part of the statement is that, you know, you've got to have a little courage and go out and do stuff you never did before. We just finished our mega speaking seminar, and it was in the roughest economic times. We had not only the biggest audience, but the best buyers ever. But at the end, you know, the guy that was my MC, you know, Joe Williams, who is just brilliant, wonderful, comes up to me and says, Can I tell a story? There's a lady here. You're not going to believe her story. She came here – one of my staff comped her in. Which, you know, God bless the staff. The lady had \$8 to her name. \$8. Had not enough money to park. Went and talked to the parking person at the Marriott into letting her park free, and then she found out from our volunteers where you could park free. And, you know, they comped her into the seminar. She attended. She had business cards made with \$2 at your old favorite client, Kinko's. And it said she's on a mission to find miracles. Hands out the card to a lady in the seminar that doesn't know her need level and doesn't know that she can't even afford to eat, much less stay here. She's sleeping in her car at night. Hands it to the lady, and the lady says, I don't know why I'm compelled to do this, but I'm compelled to give you \$100 and I'm hiring you for something I don't even know I'm going to hire you for. It just went on and on and on. The end of the thing is at the end of the seminar, she -- a lot of people, you know, we introduced her and they had given her \$600. It makes me cry, you know. And she came up to me and she handed me an envelope. And I said, What is this? And she said, Well, you know, they gave me \$600 and you said you got a tithe, so there's \$60 in it and I want you to put that towards your Soul Motion Bowl on January 31st.

MS. KERSEY: Awesome.

MR. HANSEN: And if you cannot afford a tenth, you literally start with nothing. But you've got to give. Just like you've got to give a breath to take a breath. You got to give

something. And, by the way, let's talk to that, because you asked the question. I wrote a book called "The Miracle of Tithing," which some businessmen say, What's "The Miracle of Tithing?" (with a short I versus long I sound) And I say, You haven't tithed in a while if you call it tithing (pronounced with a short I sound) And what it says is I'm different than everyone else. You can go to [markvictorhansen.com](http://markvictorhansen.com) if you need to get one, or you can get it free, downloaded audio, whatever, because I want everyone to know the concept. But I say there's four Ts. Because I rethought this because I'm original in my thinking and I'm asking you -- because this whole thing that Cynthia's doing here is the originality of your ideas. We need new ideas. So I say when you write your book or do your speech, before you do it, you write down everything you think of originally. You do not study the body of work.

I'm 180 degrees different than Smedley at Toastmasters and the average university guy. I think -- I think we need some origination first and then go back and do your homework and see what they think and say how can we solve the problems for people that don't know how to solve the problems. Anyhow, and that's why we always have a 12-year-old on my Board of Directors that can give me new insight. We got a BS detector and that.

What I teach is four Ts. First of all, you give your thinking, you give your ideas. Second, your time, then your talent, then your treasures, meaning your money. So you start with your thinking. And when Libby Dole came to me at the American Red Cross and was out of blood -- not personally, but we need 38,000 pints of blood a week and we had 19,000 -- and says can you get this, I says, Yeah, I have it and you'll get it in a week. Because all it takes is one idea. I say one person times one idea can get an unlimited result. That's why this is such a critical, you know, audio that you're listening to. And you need to listen to it again and again and again and again until you really take ownership of some of these big ideas and go back and read our book, "The Big," which I gave you three of the eight principles of.

The point is that I went to the chiropractors -- because I've got three honorary doctors -- I've got eight honorary doctors, a total of three in chiropractic. And they love me and I

love them. And I said to the head guy, Dr. Fabrezio Mancini, let's communicate to all 62,000 chiropractor. Let's have them bring in 100 patients each, give one free adjustment, call it 800 give life, we tap everybody for a pint of blood. And we went from not enough blood to blood overflowing. Because the spiritual law is that your cup runneth over. Now, the only reason your cup doesn't runneth over is if you got the cup upside down.

MS. KERSEY: Exactly.

MR. HANSEN: You and I are supposed to live, be sufficient top down -- chiropractic laws, top down, inside out. You're supposed to be pulling off stuff that no one else ever pulled off before.

MS. KERSEY: And also, Mark, what I'm hearing is when you have big ideas and you share them with other big thinkers, you know, it does take a team. And people -- you'll find somebody to embrace it. And you took it to Fabio, and then -- Fabrezio.

MR. HANSEN: Yeah, Fabrizio. Dr. Fabrezio Mancini from Colombia.

MS. KERSEY: Yeah. So it's exciting, you know, to really -- I encourage people to come together, brainstorm some of these ideas. And one thing I wanted you to talk to, Mark, is the courage to act. Where do people find the courage and the face to take action on these ideas?

MR. HANSEN: Two points. First of all, the definition of courage is a French word. It means -- what does it mean? It means "have the heart of a lion." And have that inner courage. And the point is you don't have to have the courage. Because all of us, like my friend Pete Rossi, the guy that wrote "The Reloan," says all of us have insecurities. So we'll all insecure. So you can just start being insecure. But what you're going to have to believe now is that Cynthia and I give you permission to go out and A-S-K and G-E-T. Now, that doesn't mean you're supposed to keep hammering just the two of us. You're

going to go to a new marketplace and a new audience. Because we've got plenty of people hammering us. You got to go find somebody else. And there are plenty of people that have never given. And when we -- and I hope I'm not doing this self-grandizingly, but because of Cynthia, she told me, Well, look, Mark, there's a limit to what you can give. And my goal in one of the books you can go to Youpublish and read is, you know, "How to Give Away a Billion During Your Lifetime." Because I'll tell you, I learned it from somebody else. And that's my intent. And I hope Cynthia's read that book and --

MS. KERSEY: I haven't. And I want to read it. I'm going to go get it.

MR. HANSEN: You know, whatever we charge, \$4, an exorbitant amount, on youpublish.com.

MS. KERSEY: I love it. How to Give Away a Billion Dollars In a Lifetime. I love that idea.

MR. HANSEN: Yeah. Isn't that a cool idea?

MS. KERSEY: Yeah.

MR. HANSEN: I had so much fun writing it. We wrote -- we were going to write 101 books in 101 days, 10-minute books. And we wrote 101 books in 97 days. So we beat our record. Anyway so -- and it's a really clever book.

The point is it's there waiting for you to give. And what we did at our mega speaking meeting this weekend, because of Cynthia, which I give her full credit, she said, Look, there's a limit to what you can give but no limit to what you can get others to give. I said to an audience of 300 or 400 or 500 people, whatever we had there, you know, Cynthia said this, so I'm asking you to contribute. And they contributed \$30,000 to the Mark Victor Hansen Foundation, which is dedicated -- Because my parents were basically illiterate Danish people. Very loving, very strong, but just didn't have a shot at education

they were born in 1904, back in a socialist country. It just was not available. You know, you got to go into a trade. My dad, he was a great baker, but he didn't -- if you're illiterate in your first language, you're illiterate in your second. And when I was a little kid and watching him not able to go into a bathroom because he couldn't read a men's room sign, and I said, Gee, wiz, some day I'm going to change that. Now, with technology, we're going to be able to do it. And today we have syndiology, so you know what a man looks like and a woman looks like. But that didn't exist when I was little. You know, I'm 60 and in better health than most 20-year-olds. And I feel like 28 inside and I meditate on being 28, because I'm aging backwards.

But the point is my little foundation is doing stuff that no one else has ever done. We're 24 just finishing the process now, but we're going to -- on the cell phone, because Dr. Unis got me to believe this, we're going to do universal business sign language. So somebody that speaks Farsi can do it, somebody that speaks Bahasa and somebody that speaks Bengali. And then we're also -- in 1,500 business words. And then we're also going to have a GED, a graduate equivalent degree, that you can get. It will take 80 hours on the telephone, costs \$350. We'll do micro credit. But you say, Well, what good is that? Well, Cynthia and I have met a lot of women at our own church that, you know, maybe got pregnant at 14, never had a shot at getting a high school degree, and they're working at minimum wage at a place like McDonald's. Well, the minute you get a GED at McDonald's, they give you a dollar extra an hour. At least that's what I'm told. I mean, I'm not trying to get a job there. But a dollar extra an hour for a woman, that's 40 hours a week times 50 weeks a year, that's \$2,000 extra for an investment of \$350. That's cool.

And then I was talking to the president of a university I'm affiliated with. The guy that marketed all of University of Phoenix and Grand Canyon University for my friend, Ken Blanchard --

MS. KERSEY: Ken's a part of this series, too.



MR. HANSEN: Yeah. Dr. Blanchard, he's a minch. I love this guy. That means he's got it together, knows he's got it together, and his results click. And he's probably the best parabalist of our time. And I'm just learning to write fables and parables myself in addition to movies. Anyhow so -- inspired by Ken and, you know, Dr. Spencer Johnson, who's writing partner, "One Minute Manager." Anyhow, the point -- I hope I'm not talking about too many books, but all of you -- you can't lead unless you read.

MS. KERSEY: Yeah.

MR. HANSEN: The point is that Dr. Michael Clifford, who runs the university for Kenny Blanchard called Grand Canyon University, said, Hey, look, you give these people an electronic GED by telephone, and I can plug them straight into my university. And I said, Wait a second. Michael, does that mean that we can take -- I want to cry on this one. I said, you know, we're doing all these -- helping all these people in China through skycrosscom.com. Can we take all these people through the cell phone once they get an American GED, could we plug them in here? He says, Yeah, the only qualification in America is if they're doing a degree, they can't do a technical degree, like how to do open heart surgery, but they can get the other kind of degrees. They've got to come here and graduate. I said, Well, boy, I think that would work for the people in the Philippines. It will work -- and the Filipinos are the best readers in all of Asia. I mean, I go there almost every year, and they're just -- they're amazing. And we do this in -- we're doing it in English and Spanish and all that. And all these are happening right now all because I said, gosh, I take my father's problem with an idea, plus it and say how do I out picture it? Well here Unis said, Look, you know, you got me convinced that the computer's cool, but there's not -- there are 1.3 billion of us on the Internet, but there are 8 billion -- there's only 7 billion people alive, but there are 8 billion cell phones. He said, Well, how does that work? Well, my kids each have two cell phones, texting two at once. I don't know how they do it, but I can't do that. My mind is a little more linear. I know it doesn't sound that way when you're listening.

MS. KERSEY: You know, I want you to share some ideas on the power of just asking; putting it out there and asking. Just like that woman who showed up for your seminar. She had the courage to ask.

MR. HANSEN: Yeah. And she stumbled through it. I mean, no one feels comfortable asking somebody. And all of us have did it. I don't really get intimidated anymore. I'm sure I got intimidated in the front end and I said things that I would like to -- you know, that I would be able to help everyone. When once you hang out long enough, you find out that you can't help everyone, which is, you know, a heartbreaker --

MS. KERSEY: Right.

MR. HANSEN: -- but, nonetheless, still the case. The book we wrote is called -- Jack -- Dr. Jack Canfield and I wrote is called "The Aladdin Factor: How to Ask For and Get Anything You Want." And what we did is we interviewed the 101 best askers on the planet. I mean, I feel that ask -- because everybody, bottom line, has to ask.

MS. KERSEY: Right.

MR. HANSEN: You got to ask for a job, got to ask for a wife's hand or a husband's hand in marriage. And nowadays, women can ask men. I mean, I think women have always controlled that little piece of action. You got to ask. You know, a sick person has to ask the doctor -- like today, I got some sort of pain going on in one of my molars and I had to call my dentist, who's a friend, and say, Hey, look, I know you got a two-week waiting rule, but I ain't got two weeks to wait. You got to either see me or I've got to go to another dentist. It's real clear.

So, you know, there's a double part to asking. You can ask and, if that one isn't willing do it, you get to go be a patient of somebody else. And I think he likes my green money and likes me as a person. And, you know, do I think you ought to ask and ask. When I sign the book "The Aladdin Factor," I write, when I have the time, to everybody, "Ask

wisely with love." I mean, you know, I'm not trying to push around my dentist, but I needed to see him at 3 o'clock this afternoon. Because if I needed a root canal, I had to get it before I'm flying. Because you and I know that when you change altitude of seven miles out from the earth at 37,000 feet, you know, that changes the chemistry of your body. And the last thing I want to do is have my head trying to go through the top of that airplane.

MS. KERSEY: I like that, Mark; "Ask and ask with love." I've never heard anybody say that and I think that's a really important distinction.

MR. HANSEN: Well, I told you I write all original stuff.

MS. KERSEY: Some people are obnoxious. What's that?

MR. HANSEN: But you do. I mean, when you asked me for the money to do those habitat houses in Nepal, you asked wisely. But, you know, you and I are friends. And you asked with love. And, you know, I'd turn you down if I had to but, luckily, you know, business has been great and, you know, I expect it to stay great. Because here's what happens when you ask wisely with love and then you give with a generous heart. I mean, you know, Napoleon literature says the actual Aramaic translation comes out, "give with wholarity." Right? And most people give begrudgingly and then they wonder why they get back begrudgingly. You know, you laugh about it, you joke about it, you tease about it, you have fun with then, and then you get the job done. And all the people I know, you know, are doing the same kind of thing. I mean, the people that you and I hang out with -- like, last night I had dinner with the world's top Marine artist who's our green artist for the Olympics that just painted --

MS. KERSEY: And he's one of our mentors. Wyland's a part of this program, as well, as you well know.

MR. HANSEN: Yeah. Well, Wyland is one of my closest friends, like you are. And he's, you know, my diving buddy and all that. But, you know, he's got to raise millions of dollars because he's a crusader rabbit, like we are. And his goal is to -- you know, I wrote the line for him, "Make every drop of water a clean drop."

MS. KERSEY: That's nice.

MR. HANSEN: Because we are polluting the water at an advancing rate. Because in the last hundred years, we've gone from one billion people to 7 billion people. Well, the world's never had that kind of -- it's called critical population encroachment. And it is encroachment. Because, like, when I was just in Africa and Kenya, the city was little enough, and then all of the sudden Nairobi went from -- from Nairobi, a nice little city that -- (inaudible) -- because you got too many children, not enough employment because there's nobody thinking big ideas. And that's what I'm saying to all of you: Come up with some ideas to solve some of these gigantic problems. We've never had a gigantic population, gigantic problems, gigantic -- everywhere you turn, there's gigantic needs. And if you serve gigantic needs, you're going to get a gigantic reward. And then I want you to be into gigantic giving. By the way, that's a good title for a book, isn't it, Gigantic Giving?

MS. KERSEY: I love that. Gigantic Giving.

MR. HANSEN: I mean, I just came up with it. But that's what I said is that if you keep thinking out loud, you know, sometimes you'll hit something good.

MS. KERSEY: Well, now, that's a fact that's interesting, Mark, because, you know, you're always listening. I'll say something or I'll give a quote, and you're, like, That would be a great book. That would be a good title. You're always -- you're listening. It's about how do we take ideas and bring them into the world. So I think, you know, you're a great example of how you listen. You listen for solutions. You're listening for great ideas.

MR. HANSEN: Yeah. And they're everywhere. And, you know, I -- obviously, because I'm in the book business, I want you to become an omnivorous; that means a read everything reader. Now, obviously, I'd like you to start with my stuff and Cynthia's stuff. And those other people that are going to be on line with you, then you can read their stuff.

MS. KERSEY: Yeah. Right. Very funny. Well, so, you know, we got to wrap up here, believe it or not. We only have about six --

MR. HANSEN: No, no.

MS. KERSEY: I know. We can talk forever. We can talk forever. But what would you like to leave the people with? You've given so many examples, Mark, of how to come up with ideas, how to think out of the box, how do you ask for people to support your ideas. What would you like to leave everyone with?

MR. HANSEN: I want all of you to think big, talk big, act big, big results. Not just for yourself but, you know, the game is to have a purpose bigger than yourself. , you know, I think the way to get there is for you to journal. I've got my little journal sitting on my desk and I've got a journal in my computer. So I got two different kinds of journals; you know, one that I carry with me everywhere and go into meetings and write down what say but, more importantly, what I think about it. And then I go back and highlight what I think about it, and I read it and I say, Well, this is what I'm going to do about what they say. And, you know, it's the same thing - one of my motivational mentors who, you know, if you need a bonus guy, Chip will do it. But, you know, Chip, when he was the top salesman of Kodak, what he was doing was writing notes about what the speaker said. And then, in the left-hand margin, while he was doing the seminar, I'd say this, this, this, this and this. And he said, Well, wait a second. I can be a speaker. And that's the point is you can be. But you got to be before you do. You can be, do and have anything that you want. And that's the idea I want you to walk away with here. What do

you want to really be? What are going to be your being that values? Like I said this weekend: What is the voice that you're going to do? I mean, I had a voice that I was a sales trend and then I had a voice that, you know, I was spokesperson for "Chicken Soup For the Soul" and then "One Minute Millionaire," and now I want to be a voice for humanity and take care of it and still, you know, sell all the other stuff I got to sell.

But, you know, humanity doesn't have anyone talking for total humanity, so I said, Well, wait a second. I think I can do that and make 100 percent of humanity physically and economically successful. And then how does that break down into little parts? You know, because you eat an elephant one bite at a time.

And you and I -- I mean, I know the people that are enrolled in this call because I've met so many of you at different places and seminars and I know who Cynthia's talking to. And I'm deeply thankful that she's willing to take on this global challenge. Maybe we ought to call it that: Cynthia's Global Challenge.

MS. KERSEY: Well, I it's called The Unstoppable Giving Challenge.

MR. HANSEN: There you go. There you go.

MS. KERSEY: We great minds think alike.

MR. HANSEN: There you go.

MS. KERSEY: I do want to say that if people are listening to this, obviously they've heard the immense value that Mark has really given so generously of his time and where it's encouraging you. This is just a vehicle to help us raise money to build schools and ultimately eliminate extreme poverty in our lifetime. So if you've gotten value out of what you heard, I just encourage you to share it with other people. We've spent a lot of time and energy to make this system really simple.

So if you're listening to this, that means you've donated \$100. And I just encourage to go to [unstoppablegivingchallenge.com](http://unstoppablegivingchallenge.com) and log in, you have a log in, and become a builder. All you got to do is share this. Send the e-mail out to all your friends. And, in doing so, if you get ten people to donate \$100, you became a school builder, which is so cool. Your name goes on a plaque on a school, you get a free marketing course from Mission and Mind Valley. And if you raise \$25,000, you can name a school after you or someone that you love.

So, again, really, the whole purpose of this is to share it. We want to raise now \$2M to build 80 schools in Africa. And that's just the beginning.

So, Mark, I just am enormously grateful for your support. I know that you're promoting this to all of your friends and loved ones, and I just am blessed by you. And I know every person listening is inspired to come up with a mega million dollar idea. And we -- you know, share them with us. I would love to hear about your ideas and what has come forward. And then having the courage to take that action, to take that step.

MR. HANSEN: Exactly. Well, this is going to be exciting, ladies and gentlemen. And Cynthia and I look forward to meeting you at future seminars of ours or at book signings or wherever and hearing your great, grand and terrific results where you decided that this is going to embolden your spirit, that we give you the permission to go out and have ideas that are going to make a difference. If it makes a difference, it leaves a lasting, impactful, important and long-term difference.

MS. KERSEY: Yeah. Thank you so much, Mark. I really appreciate it. And God bless everyone listening to this call. And we're going to look forward to hearing your mega million dollar ideas.

Thank you so much, Mark, and good-bye to everyone.