



**Speaker, Entrepreneur and Best-Selling Author  
Les Brown**

Janet Attwood:

Hello, everyone. Welcome to the Passions Series. My name is Janet Attwood. I'm the cover editor for *Healthy Wealthy nWise* and author of *The Passion Test—Discovering Your Personal Secrets to Living a Life on Fire*.



What is your passion and how do you go about discovering your personal destiny? That's our focus on these calls, and here we talk with some of the most successful people in the world about how they discovered their passions and how their destiny has unfolded.

The late Joseph Campbell told us what to expect when you follow your passions. He said, "When you follow your bliss, doors will open where you would not have thought there would be doors, and where there wouldn't be a door for anyone else."

One of the most effective ways to connect with your own great passions is by hearing the experiences of those who are living them in their own lives. That's why I'm thrilled to introduce all of you to our guest. He's one of the most dynamic and powerful speakers of our time: Les Brown.

He is Mrs. Mamie Brown's baby boy and he tells us in his best-selling books *Live Your Dreams* and *It's Not Over Until You Win!* Adopted by Mrs. Mamie Brown when he was six weeks old, Les grew up to be a three-time State Legislator from Ohio, host of his own television talk show, and a hugely successful speaker, winning over 80 awards for his work.

Eighty, can you imagine? Those awards include a Council of Peers Award of Excellence—the highest honor awarded by the National Speakers Association—as well as being selected as one of America's top five speakers by Toastmasters International.

His presentation series, "You Deserve," recorded for PBS, won a Chicago-area Emmy and became the leading fund-raising program of its time through PBS stations throughout the country. Les, thank you so much for joining us.



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Les Brown: Thank you so much for having me. I'm very excited for the opportunity.

Janet Attwood: We've been excited. We were going to have you before and then, we had that little plane scare, so we're very, very happy that you're with us tonight. So thank you. I heard you at one of Mark Victor Hansen's wonderful events.

I'll tell you, you had me all over that place, jumping and hollering and hooting and running all over the place with you! I've been so excited about tonight, so again and again, thank you.

Les Brown: Thank you so much.

Janet Attwood: Oh, you're welcome. You're so welcome. Tonight I'm thrilled that we have another incredibly successful entrepreneur as my co-host to conduct this interview. Stephen Pierce is one of the top Internet marketers in the world today, after taking the Internet by storm with his book *The Truth, The Whole Truth, And Nothing But The Truth About Internet Marketing*. Stephen, thank you for being with us tonight, and I'll turn the interview over to you.

Stephen Pierce: Thank you. I appreciate the opportunity to be here again, and of course, to have this opportunity to interview Les Brown. We kind of have a history, Les, you and I. We talked about it a long time ago. You were a member of a speakers' bureau and I had signed up.

I wasn't actually a speaker at the time, but I was interested. I was really going through some stuff in my life, and the owner of the organization said, "You know what? You really need to speak with Les Brown." For me, it was one of those memorable, defining moments because you were sharing with me your experience with your television show, getting it started and then what happened with the networks.

I don't really need to go into those details, but it stuck with me for a long time on how to deal with injustice and how to deal with adversity when it comes. Before we get into this interview, I wanted to start off and thank you for that



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because, truly, it was a defining moment.

It was one of those moments that have been memorable. You probably don't know it, but I know you recall it, because we had that conversation, but I wanted to let you know how much that moment meant for me. Hopefully, there can be multiple defining moments today on this interview that we're about to do.

Les Brown: Thank you. I'm very glad that was of value to you.

Stephen Pierce: All right. Without question, we just heard the introduction about you and you're widely regarded as one of the top speakers in the Personal Development field. From your beginning up to the point where you are right now, you've had quite a journey.

I guess the first question I want to ask is what role did your passions, the things that are most important in your life, play in achieving the success that you're enjoying today?

Les Brown: First of all, you said it's been quite a journey, and it most certainly has been! First of all, I want to thank you for this opportunity to share some thoughts with people. I want to say to everyone, I'd like for you to think about some goals and dreams that you feel strongly about, particularly something that's your passion, something that turns you on.

Oliver Wendell Holmes said that "most men and women go to their graves with their music still in them." The whole purpose and mission of *Healthy Wealthy nWise* is about helping people begin to find ways to release what Elizabeth Browning called the 'imprisoned splendor.'

Not to take your music with you, to do that which you came and showed up to do, the calling on your life. I believe there's a reason for all of us for being here. In answer to the question that you asked, passions played a major role. My first major passion was to take care of my mother. I'm adopted. I was born in an abandoned building on a floor with a twin brother.

When we were six weeks of age, we were taken in by Mrs.



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Mamie Brown, who had only a third-grade education at age 46 and she adopted seven children. She was a domestic worker on Miami Beach, and we ate the food leftover from the families for whom she cooked. We wore the hand-me-down clothes of the children for whom she babysat. I was listening to you saying it's been quite a journey.

I just left Switzerland, speaking to 3,500 doctors and scientists. Who would have thought by pursuing the passion of one, taking care of our mother, and two, wanting to do something meaningful with my life to make her proud, that I would have the opportunity to fly to Switzerland, to be driven from Zurich to Basel and give a 25-minute presentation to 3,500 doctors and scientists and manufacturing workers for \$45,000?

No one could have told me that I had the ability to do that. There are people who work for a whole month and don't earn \$45,000, working 40 hours a week. When I look at the journey and what you are talking about in terms of passions, the only way that I got here was through the passions that drove me.

Bill Bailey, who I think is one of the great motivational speakers around today—and who a lot of people are not familiar with, but was one of the early mentors I had that I really admired—said, “If you're casual about your dreams, you will end up a casualty.”

People who are able to do something meaningful and significant with their lives are people who have some passions to drive them. They take hits, they have defeats, they have disappointments, but they keep on keeping-on because that passion, it gives you that fuel to out-distance everybody else, and you have fun while you're going through the process.

Stephen Pierce: You said something that was interesting and I want to tie that into a question that came to mind. It is to dimensionalize for everybody how your career got started. I want you to take us on that journey and tell that story. I also want you to let everybody see and know what role mentors played.



Many people will see where you are today and feel like you're the role model, you're the mentor to people. Regardless of where we are in our life, we all tend to have mentors, and I want us to get a look at your life, know the story, know the journey, know how the career got started, and know what roles mentors played in that entire process.

Les Brown:

I see my mother as my first mentor. One of the things that I'm doing right now is to train and develop speakers. My goal is to develop world-class presenters around the planet, because I think people live within the context of conversations. Your ability to present and how you show up behind the words determine how powerful that interaction, that experience, will be.

My first mentor was my mother. I feel like Abraham Lincoln who said, "All that I am and all that I ever hope to be I owe to my mother." She was a person who never met strangers. She was mischievous. She just had an extroverted personality and started conversations with everybody.

She was very, very funny and had a great sense of humor. So she was my first mentor, and she was a great storyteller. I think I developed that gift from her. While my brothers and sisters were out playing, I would have my mother tell me stories about her childhood.

She told about when she rode the back of a horse in Stuart, Florida without a saddle; when she fed an alligator—that weighed over 200 pounds—chickens every day and our father said, "Don't go down to that creek and do that." Ultimately, he found out that she had been down there and he beat her with a buggy whip.

My mother told me so many stories that are still in my head. Then, Mr. Leroy Washington—when I was in the fifth grade, I was identified as EMR, labeled educable, mentally retarded, and I was put back from the fifth grade into the fourth grade.

Here I am, a junior in special education, and I run into this man who was the newly appointed speech and drama instructor at Booker T. Washington High School. He was



substituting in another class, and I was waiting on a friend named [McArthur Stevens].

He asked me to do something, and I said, "Oh, sir, I can't do that." He said, "Why not?" I said, "I'm not one of your students." He said, "It doesn't matter. Follow my directions anyhow." I said, "Sir, I can't do what you're asking me to do." He said, "Why, why can't you?"

I said, "Sir, because I'm educable, mentally retarded." As the students erupted in laughter, he came from behind his desk, he looked at me, my eyes were teary, and he said, "Young man, don't ever say that again. Someone's opinion of you does not have to become your reality."

Mr. Washington was a man from Bradenton, Florida who helped me to develop an appreciation for the power of the spoken word. He prepared students for what is called the Elk's Oratorical Contest. Now I could not participate because I was in special education and I was never mainstreamed.

So I would go to the wooden portable where he was instructing students to compete, and I would stand on a milk crate and look in the window watching them and I fantasized, I saw myself in the future being a speech coach, training and teaching people how to speak.

Now I am known as a speaker, but my gift that I developed years ago is that of a speech coach. Edward Albee had a play called "The Zoo Story," and there's a line that I'll never forget. Mr. Washington directed this play. We were in high school.

He said, "Sometimes you have to go a long distance out of the way to come back a short distance correctly." This past January marks the 20<sup>th</sup> anniversary of my becoming involved in the speaking industry. I've earned millions of dollars doing something I enjoy and love to do, but it's not my greatest gift, which is coaching.

Then I met a gentleman by the name of Mike Williams. I was in broadcasting in Columbus, Ohio. Mike Williams said to me, "You know what? You can do more than be Les Brown,





the man about town.” I was “LB, Triple P, Les Brown, your platter-playing papa. There were none before me. There will be none after me. Therefore that makes me the one and only.”

I have these young folks today thinking that they started rap. I’ve got underwear older than 50 Cents and Snoop Doggy Dogg. Are you feeling the brother up in here? I’m 61! At any rate, this gentleman is another mentor. First, my mother, and then Mr. Washington.

I had just admired his oratorical skills and how he trained and developed other young speakers and that was something I said I was going to do. And then this man I was following around, Mike Williams, happened to be in an audience I spoke to here in Chicago recently, at the Harold Washington Cultural Center.

They had sold out three events, and it just took me totally out of my presentation game. It was so emotional for me because, out of our 35-year mentoring relationship, he’s only seen me speak three times. This was the fourth time he’d ever seen me speak because I’d been so self-conscious of him being in the audience.

So, three times I never saw him. I just heard that he was there, and he told me. Whenever I speak, because we know how sensitive I am about him being in the audience, he stands outside of the door and he coaches me, and says, “Okay, Les, this is what you need to do. You need to do this differently or you need to do this differently.”

His presence just makes me so nervous. No one has ever caused me to be that nervous in my entire life. So this past Saturday was the first time I saw him in the audience. It was the last presentation I had to give, and it was a speech about life.

I couldn’t go to stage right, Stephen. I said, “This man over here looked at me one day and saw me as I walked down the halls of [WBKL] radio station in tennis shoes and a pair of jeans and a black T-shirt. He looked at me and he said, “You could be more than the man about town, Les Brown.”



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I said, "What do you mean by that?" "You can talk to people about a variety of things," he said. "If you can move people—and they can't see you—to go to the Jamaica Club and the Bottom's Up and the Pink Pussycat Lounge and all of these other entertaining events, just think. What if you used this microphone not just to entertain people, but to empower them, to educate them?"

So, Stephen, this man was there for just seven months. Between the records, he walked into the Associated Press Room, took off the news and came in and read. Then, he sat there and he spoke to me. I used to follow him around Columbus, Ohio because I saw him as a very talented and gifted speaker.

I hung on every word that he spoke, but he said that he saw a speaker in me. One of the things I say when I'm working with people is, "Sometimes you have to believe in somebody's belief in you until your belief kicks in." Mentors are so important because many times, you can't see the picture when you're in the frame.

Mentors are so important because the Les Brown that you hear right now, I knew and felt that there was something in me other than what I was expressing, but I couldn't get to it. I didn't know how to access it. There are some things you can't do by yourself.

You need somebody who has the insight, who has the caring to help to begin to connect with that other part of yourself. George Bernard Shaw was asked a question at the end of his life, "If you had it in your power to come back again, to be born as anybody in the course of history, who would you select?"

And he said, "I'd like to be the man I never was." What Mike Williams did for me was to help me to connect to the man whom I had within myself to be. Had it not been for that relationship and that mentoring and coaching for the past 35 years, I think that perhaps I would be saying the same thing that George Bernard Shaw said.





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Or, perhaps it would be the words of agony that Henry David Thoreau said, “Oh, God, to reach the point of death only to realize that you have never lived, only to realize that you’ve never scraped the surface of your potential.” Mentors are so important.

Stephen Pierce: You really made it clear how important mentors are. Here is something I’m thinking about. When you have a mentor in your life, you have to be coachable, because some people prefer to be right than to get it right, wouldn’t you agree?

Les Brown: Without any question. Most people fail in life because they’re not willing to listen to another voice. I had to speak in Dade County Jail to over 2,500 inmates and I gave them several things that I suggested they could do to reinvent themselves. I said, “One of the things that I am going to suggest that you do is going to be the most difficult thing for you to do.

I want you to stop thinking. Your best thoughts have produced this life for you. Three hots and a cot . Three hot meals and a cot, with all of your little belongings in a little box at the end of this bunk bed. So, you don’t need to think anymore.”

I said to my youngest son recently, “Listen to me, don’t ever interrupt me as I talk to you. I’m 61. Let me ask you a question. You’re 21. Do you believe that you’ll know more 40 years from now than what you now know?” He said, “Of course.” I said, “Then listen to me. I’m on your side.”

A friend of mine, Lorraine Watkins, said this, “Most people won’t participate in their own rescue.” Here’s a young man who’s now 21 and I’ve got to fly out to San Diego, California next week—and I hope that you pray for him—because he has an eye injury. He was a victim of a hate crime.

He was earning \$2,500 dollars an hour since he was 14. I trained him—this is my baby boy—how to speak. While living with me, he could not listen to rap music, which creates an AIDS virus in the brain, Addiction to Incarceration and Death Syndrome. HIV—Hood Infected Virus.

While with me, he had to listen to motivational tapes. While



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with me, he had to read 10 to 15 pages of something positive every day. One summer, while he was the president of his class, he went to be with his mother. Then, he could listen to whatever he wanted to listen to.

Then, he didn't have to follow the personal development regimen. Then, he could dress any way that he wanted to dress. Then, he could hang around with anybody that he wanted to hang around. In one summer, I lost my son. I lost my son.

Now he's 21, behind on his dreams, off track. He's still young and has a chance to get it together, but now, he's fighting for his vision in one eye. He was in the wrong place at the wrong time with the wrong people, because he wouldn't listen.

John Wesley—my son's name is John Lesley—is the son of a friend of mine, [Marilyn Logan], who is a very good mother. Her son is writing a book that I came up with. We were talking and I said, "Wait a minute, that title, what you just said to your son, that's a good title."

She said, "What?" She had asked the question of her son, "Who are you listening to?" Who are you listening to? I think there's a reason that my favorite book says, "Be ye not conformed to this world: but be ye transformed by the renewing of your mind."

There's a reason that Einstein said, "The thinking that has brought me this far has created some problems that this thinking can't solve." The reason that I'm where I am right now is because many times I had to choose between listening to Les Brown and listening to Mike Williams.

I had to get my ego and pride out of the way. I listened to Mike because I knew he saw some things in me that I couldn't see. I knew he had my best interests at heart. I knew that I sometimes was working against myself. As Shakespeare said, "The fault, dear Brutus, is not in our stars, But in ourselves, that we are underlings."

There is an African proverb that goes, "If there's no enemy



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within, the enemy outside can do us no harm.” Paul said, ‘the things I should do, I don’t do, and the things I shouldn’t do, I do.’ I was working against myself. And fortunately, I had enough sense to Mike.

Can you believe I do this for a living?! I’m telling you it proves you don’t even have to be mentally healthy! Okay, I’m sorry.

Stephen Pierce: Let me ask you this. I’m listening to what you’re saying and I’m hearing the word discipline come up. I’m thinking about your son and it seems that you really had him on a success routine. When he left your side, he didn’t keep the discipline and, without the discipline that was required to continue on that path to where he wanted to go, he lost his way. So what role does discipline play?

Les Brown: It plays a major role because, as you are aware, you don’t get in life what you want. You get in life what you are. *U.S. News* magazine did an article on the unseen mind. The majority of our decisions are made out of the unseen mind. Some people call it the subconscious mind.

On changing your behavior, *Fast* magazine did a scientific study a few months ago. If you had a choice between changing or dying, what would you choose? They discovered that 90% of people would die. They found that they’d die rather than change.

In order to achieve your goals, you have to be disciplined to maintain a regimen. The mind is like a garden. If you have a garden and you go out there with one can of weed killer, trust me, you’re going to have to buy more cans because those weeds are going to continue to come back.

If you have a golden dream or something that you want to achieve, you’ve got to discipline yourself to listen to motivational messages, to be a part of calls of this nature on a weekly basis, to read 10 to 15 pages of something positive every day.

I’ve listened to three hours of motivational messages today. Three hours today. Do you hear me? It’s the 7<sup>th</sup> today and



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already on this day, I know that I will do a minimum of \$300,000 this month. I tell you, you don't get in life what you want. You get in life what you are.

Most people never achieve their goals because they're not willing to discipline themselves. They come on two or three calls and they'll stop, or read two or three books, or listen to two or three motivational sets and say, "Oh, I know that," or "I got that. I heard that."

People always ask me, "Well, how often should I listen to it?" I said, "Until you're manifesting the results." There are things that I'm listening to right now, Stephen, that I heard five years ago, but now I'm listening at a different place in my life. So now, it has more value to me. Am I making sense on that?

Stephen Pierce: You're making perfect sense.

Les Brown: So we have to really, constantly reprogram our minds, constantly. There's a reason my favorite book says, "Faith comes by hearing and hearing." I gave a lecture, Stephen, recently at Harvard University and they asked me, "Were you nervous?"

I said, "Yes." This was my fourth visit there. They said, "Was that the most difficult thing you've ever had to do, to speak here at Harvard?" I said, "No." "So what is the most difficult thing you've had to do? Overcoming prostate cancer last year after being told eight years ago that you had two to three years to live?"

I said, "No, that was frightening, but no." They said, "What is the most difficult fear that you had to overcome?" I said, "The greatest fear that I had to overcome, and it took me years to do, was to believe that I could do it. To believe that I had the ability to come here and to address you at Harvard University.

To believe that I could speak at Dartmouth and Yale. To believe that, as I just got back from Basel, that I could speak to a group of scientists and doctors. To believe last year, in the month of May, speaking for 30 minutes a day, Monday



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through Thursday, that I had the capacity to train doctors how to work with their patients to increase their compliance in taking their hypertension medication and earn \$640,000 in that month.

To believe that I, who once worked for the Miami Sanitation Department as a garbage collector, throwing garbage; to believe I, who worked as a janitor, who worked as a floor salesman at Sears on Biscayne Boulevard in Miami; to believe that there was this part of me that had the capacity to do something beyond what I had even thought about.”

There’s a reason that my favorite book says, “Eye hath not seen, nor ear heard, neither have entered into the heart of man, the things which God hath prepared for them.” I think that people who listen and come on to the *Healthy Wealthy nWise* calls, who have the coaching, who invest in themselves, that they will—and I know this at this stage of my life—experience some achievements, some special magical moments where they will say to themselves, “I can’t believe it’s me.”

When I was in London, England with my daughter and walking backstage at St. Albert Hall, I saw Frank Sinatra, Ella Fitzgerald, Sammy Davis, Jr. and all the other greats of that era, and I said, “Wow. I can’t believe it. Here I am, all the way from Miami, all the way from Booker T. Washington High School, about to speak to 10,000 people with my oldest daughter and my son, with seven interpreters.”

Who would have thought that getting on this path of personal development and personal empowerment would have brought me to this place? I did not see this in my future.

Stephen Pierce: Before I ask you this question, let me say, if you are at your computer right now, you need to run over to [www.HealthyWealthynWise.com/LesBrown](http://www.HealthyWealthynWise.com/LesBrown) and connect with Les on a much deeper level. We’re only going to be able to cover so much within this hour.

With that, I have a really important question for you, because you touched on something that’s important. Many



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people are not able to see where they really want to go because they only see all the things that are in the way. You talked about having to overcome prostate cancer.

That's just one of the many obstacles that I know you've had to deal with. So I want to ask you a question, and I want to tie something else into it that you said earlier, which is extremely important. You had said, "Somebody else's opinion of you does not have to become your reality."

For many people, the opinions of others have become an obstacle in their life because the negative words and negative views that people have about them is something that they are embracing. It's holding them back. It's become an obstacle in their life.

Taking that into consideration, and then all the obstacles that you had to deal with, how did you overcome them? Give us a specific strategy on how we can overcome them and also let us know how you actually did it.

Les Brown:

One of the first things that I suggest that you do is what I talked about earlier. Stephen, language is the software of the mind. You show me someone who's going through a tough time and all I want to do is to have access to them, because my goal and objective will be two steps: number one, to increase their belief about the possibilities of where they are, and number two, to override the story that's in their head.

What you do, what you accomplish when you have defeats, when you have disappointments, when you have setbacks—and we all have them—you will fail your way to success. When you have someone say to you something that no one ever wants to hear—three words—"You have cancer."

It's according to what's between your ears that determines your self-explanatory style. You can say to yourself—according to the way most people think, because cancer's the most feared word in the English language—"Oh, my God! I'm out of here. This is it."

Or, you can say, as I said, "This is just something I have to





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work through.” It never dawned on me that I was going to die. I had some fleeting moments when people said, “Oh, my father died of prostate cancer” or “My uncle died of prostate cancer.” For a week or so, those hits came over and over again.

“Faith comes by hearing and hearing” even if it’s a lie, and I was petrified for a few days, but I had to recover because I constantly program my mind. If you don’t program your mind, your mind will be programmed. I say to you, it doesn’t matter what you’re going through. It doesn’t matter about where you are.

Take the time first to begin to reprogram your thinking, to expose yourself to positive messages, to read Scripture, to listen to positive, uplifting music. I love the theme from “Rocky.” I love the theme from “Shaft.” I’ve gotten so many tickets driving while playing those.

You’ve got to have positive people around you to build you up. I’ve got a quote on one of my motivational messages, “When life knocks you down, try to land on your back because if you can look up, you can get up.” Oh, I had to listen to my tapes when I was going through stuff.

I was going through divorce with someone whom I loved very much. I was going through the grieving process of my mother being diagnosed with breast cancer. There she was suffering, and I couldn’t take her place. I couldn’t stop the pain. I was saying, “Mama, I’ll die for you. God, give it to me. Don’t take my mama.”

I needed someone to pray for me. I needed someone to speak to me and say, “Les, it’s going to be all right.” See, when those times come—and they come for everybody. Joseph Campbell calls it the “long, dark journey of the soul”—during those moments is when you grow mentally.

That’s how you build your character. That’s how you build your faith. That’s why we’re told, ‘In all things give thanks. You must call forth those things that be not as though they were,’ because whatever you are going through, it has not come to stay. It has come to pass, and so rather than just go



through it, you want to grow through it.

In the midst of it, you've got to ask yourself, "What am I learning from this? In the midst of this, what am I learning from this? What is it I need to know?" In the midst of sitting by my mother's bed, I remember my mother worked in the day care center and she talked about the senior citizens.

She knew when they were going to die because they would have the 'death rattle.' And then, I heard her breathing, and I looked at my twin brother and I said, "Wesley, that's that breathing that mama talked about." I said, "Mama, mama?" She didn't respond and she had that deep rattling sound in her chest.

"Oh, my God." In the midst of this, I had to remember the Scripture that said, I'll keep thee "in perfect peace whose mine is stayed on thee." In the midst of this, my hero, my hero, Stephen, my hero, my friend, my anchor, my everything was leaving me physically.

I had to know, I had to get still and know that all was well. It was a tough time. It was a tough time. I remember this movie with Denzel Washington and he said, "There are moments in life when things appear to stand still, that is before this and after this, and after this, nothing will ever be the same again."

And after she took her last breath and after I saw that tear fall from her eye, I knew my life would never be the same again. Cicely Tyson called me that night and said, "Lesley?" and I said, "Yes?" "Aunt Booboo. When they put your mother in the ground, when they placed her in that casket, when they closed it up, there was something in her that the casket and the grave couldn't contain.

That's what she left you, her spirit. Her spirit is still alive in you and don't you ever forget that." So we're going to have moments in life. I heard this quote once that, "Life is like an onion. You have to peel it one layer at a time, and sometimes we cry."

Stephen Pierce: You were talking about how we're going to have those



moments in our life. I know there are people out there right now who have those moments. They want to get up. They're knocked down but they want to get up. They're crying to get up. You've been able to get up multiple times.

You've been able to deal with things that could have knocked people down and they would never have recovered from it. They're probably crying internally and externally, wondering where do they find the inner strength to get back up after being knocked down again and again and again? They want to get up. Share with us how they can find the inner strength to get back up.

Les Brown:

I have this series called *Choosing Your Future* and I think that this is one of the things that has set me apart from other speakers. It has six presentations. One is called "It's Possible." Understand and know that as you're going and growing through this experience, that it's possible for you to get back up, that you can get your life back together again. Why?

Because eight out of ten millionaires have been financially bankrupt. Walt Disney filed bankruptcy seven times and had two nervous breakdowns, and he came back. You've got comeback powers. If anybody at any point in time has gone through some devastating experience—lost their job, lost their home, lost someone they love very much, as I did—and then came back, we know it's possible that you can come back, too.

The next thing is, "It's Necessary." The reason I talk about this in the series is because, in order for you to accomplish anything in life or overcome anything in life, you've got to have the mindset that it's necessary. It's not okay that I not be my own boss, that I not control my own future, that I not sign my own paycheck. Oh, no, it's necessary.

I've got too much mouth, I've got to be my own boss. I don't want anybody telling me what time to be to work, what time to get off, how long I can be on vacation, how many days I can be sick out of the year. Oh, no, there are people out there who have to listen; they've got to be a part of this. Why?



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Because they're not mentally fit to work for somebody for the rest of their lives. It's necessary that they be here, and it's you—wherever you are in your life. George Bernard Shaw said that people who make it in this life look around for the circumstances that they want, and if they can't find them, they create them.

Oh, no, you can't be a volunteer victim. You just can't roll over and die. You've got to take ownership of your life. You've got to take responsibility, and "It's Hard." Now that's the part. That's the message that I brought. When people hear that, it's hard, they know it's hard. That resonates.

I had a guy say, "Man, thank you so much." I spoke at the Harold Washington Cultural Center here in Chicago, and he embraced me. He said, "Thank you, man. I was on the verge of killing myself, and a friend of mine gave me this message, 'it's hard' and life is hard and you gave me the strength.

You made that for me. That was talking to me. I would have left four children and a wife. Oh, my God. Thank you. Don't ever stop doing the work that you do, because life is hard." But, the next step is, in the next presentation it's called, "It's Worth It."

It's worth every thing, Stephen, every defeat you've ever had, every disappointment anyone has ever gone through or is involved in right now. All of those things, when you're in the midst of it, you can't see it. You cannot see how it can have value for you, how you can grow from it when you're going through it.

You just can't see it. You focus more on the pain, and whatever you focus on the longest becomes the strongest. Valerie Parker, one of my speakers, has written a book called *Love Isn't Supposed To Hurt*, and the subtitle is *From Pain to Power*.

Understand that you might be going through pain right now, but that's only the bridge to power that you have within you that's more powerful than your pain, that's more powerful than your circumstances, that's more powerful than



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whatever you're going through.

Elsie Robinson said, "Things may happen around you and things may happen to you, but the only things that really count are the things that happen in you." I need a copy of this interview myself. I'm getting tied up myself! They tell me the old man's still got the juice.

These young speakers I'm training, they give me a run for my money, but I tell them, "A young broom sweeps clean, but an old broom knows where to go. I've still got some juice up in here. Don't you get me started. Come on, my brother."

Stephen Pierce: There is no question that whenever I hear you speak—and I'm sure I'm speaking for everybody—you're connected with something that goes much deeper than the mere words that you speak. The emotion that you display, the character that you display, truly, it is like you are connected with something.

For me, when I hear you, it's like there is this mission that you're connected with. You're able to see it. And I'm thinking about your story. I'm thinking about the things that you went through and you found the strength. I want to know: what role did knowing what your personal mission was play in your being able to find the inner strength?

If we can use Jesus Christ for an example, he was able to endure the crucifixion because his eyes were on the resurrection. For you, I know there's a mission. I want you to share with everybody what your mission is and what role that mission has played in you being where you are today.

I listen to a lot of people speak. There is no question that you're unique amongst a crowd of many. There's no question. Your message is unique. Everything about you is unique. I want to know what your personal mission is, the importance of being able to connect with your personal mission and how your missions may be unique.

You've been able to influence so many different people in their careers on a personal level or on a professional level. Now you're helping to transform speakers, not by duplicating



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yourself, but by helping to extend your value across boundaries that you weren't doing before.

Start off with what your personal mission is, how you connected with that, the role that it's played, and why people should know what their mission is.

Les Brown:

The mission of this program is congruent with what my life has been about—finding your passion. Nietzsche said, “If you know the ‘why’ for living, you can endure almost any ‘how.’” How do you develop a sense of mission? First of all, you already have that. That's a part of your DNA.

You fought to get here. You were born to win. You won the race. You survived, one out of 400 million sperm. You survived. You will never have those odds again, so just knowing that—that when you beat those kinds of odds to be here, to be born—there's a calling on your life.

You showed up to bring something here that was not here before you got here. But because we live in a world where we are told more about our limitations than our potential, we have to go through what we're going through right now, Stephen, like this coaching call, like listening to motivational messages. Why?

MIT did a study. They discovered that when I say, “Stephen, you can't do that,” whatever that goal is, that someone else has to come along and say 17 times, “You can do it. You can do it. You can do it,” to neutralize that one time I said, with power, feeling and conviction, “You can't do it.”

Everybody listening to me has had someone say to them, “You can't do that.” People said to me, “Les Brown, what are you talking about, being a motivational speaker? How much could it make an hour?” At this time, it was a \$1,000 an hour. Twenty years ago, that was a lot of money.

“Come on, you can't do that. You don't have any college education, you're not successful, you've never worked for any major corporation, you have no track record, you don't know how to do it, you don't have any experience. You can't do that.”





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They were being practical, they were being realistic, they were being logical, and I bought it for 14 years because I was trying to figure it out. For 14 years, I did not do what I'm doing right now because I asked myself the wrong question. I asked myself, "How was I going to do it?"

Rather than be about my business, rather than make the commitment to live the mission and the calling on my life, I was trying to figure it out. There are some things that transcend logic. There are some things that you can't wrap your mind around.

That's why my favorite book says you must "Walk by faith and not by sight." That's why I tell folks, "Leap and grow your wings on the way down." Come on! You've got to have a sense of mission. Make it okay to fail. You're going to discover some things about yourself.

There is some power in pursuit, when you're pursuing something. You learn some stuff that you don't know right now. You gain some confidence. You gain some experience as you develop some relationships. You make some impact. The power of pursuit. Just get busy. Don't figure out how.

"Lean not unto thine own understanding. In all thy ways acknowledge him and he shall direct thy path." You will be directed. You will be told what to do. Doors will open you did not see. You'll get help and assistance. You will attract every thing that you need to bring it into manifestation. It's not a logical, practical process.

I have a process called "Four Stages to Personal Greatness." One stage is Self-Awareness—looking at where you are and assessing what is that has got you here? The next stage is Self-Approval and being there for a while, approving yourself for this and preparing yourself.

The next is Self-Commitment, because out of that Self-Approval comes a commitment to begin to systematize your time and your energy, and engage in activities that are moving in the direction of your greatness, your goals and your dreams.



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Then, there is Self-Fulfillment. You will have some victory things that you can celebrate. Then you've got to go right back to Self-Awareness, "How did I get here? What worked? What did not work? What are my strengths? What are my weaknesses? What is it I need to discard? What is it I need to keep and to build on?"

So, it's a cyclic process because in this thing called life, there are all kinds of twists and turns and things that you just can't begin to anticipate. I like what Mother Teresa said. She said, "Just when I thought I had a handle on life, the handle broke." I'm having a good time! I hope you all are!

Stephen Pierce: Let me ask you this. If somebody understands personal mission, they understand having a purpose in life, and maybe they just feel completely disconnected and out of touch. How does one discover what their mission and their purpose is in life?

Les Brown: The key to that is very, very simple, I think, in my opinion, and that is never stop looking for what resonates with you.

Stephen Pierce: Tell me a little bit more about that.

Les Brown: I used to be disc jockey in Columbus, Ohio. I was a community activist. I was a State Legislator. I was elected to three terms in the Ohio Legislature, I passed more legislation my first term than anybody in the history of the Ohio Legislature.

I was the Chairman of the Human Resource Committee. I'm an author. I became a speaker, and now I'm training speakers. These are several lives I've had. I used to work for Sears. I used to have a radio show in Washington D.C. I used to have a nationally-syndicated talk show, which was the highest-rated, fastest-cancelled talk show in the history of television.

It paid me \$5 million dollars—\$2 million dollars not to speak. I produced six specials for PBS. People told me I couldn't do that: "They don't bring motivational speakers on PBS. If they had motivational speakers, they'd have Dr. Norman Vincent



Peale, or Zig Ziglar or Tony Robbins.

You don't have a book. You're not known. You don't even have a college education. It's called 'educational television.' They bring on people like John Bradshaw, Leo Buscaglia and Wayne Dyer. They're psychologists. You're not a psychologist."

Well, I produced six motivational presentations for PBS because I did not have enough sense to know that I couldn't do it. Sometimes, you've got to have faith and ignorance. Faith—you've got to believe in yourself and in a power greater than yourself, and ignorance—you've got to be intelligently ignorant so that you don't know what you can't do. You're not willing to rule anything out, and you're willing to go for it.

Stephen Pierce: Very important. You just said something that they should be able to take and run with it. You should be ignorant as to what you cannot do. Tell me a little more about that.

Les Brown: Just imagine, I just got back from Switzerland speaking to scientists and doctors—all of them educated. I was the only one there who had only a high school education from Booker T. Washington High School. [Indiscernible] federal education from fourth grade all the way through the 12<sup>th</sup> grade?

I didn't have enough sense to know that I couldn't do it. When I spoke at Harvard—I spoke to some MBAs and PhDs—I said, "You're the most challenging audience I have to speak to because you know too much." I have a friend who I trained to speak named Mike Jones out of Philadelphia. He's been blind since he was 10.

Mike Jones earns over \$60,000 a month. He doesn't have any college education. He was adopted and he's been blind since he was 10. He does a seminar called, "How To Earn Over \$200,000 A Year With Your Eyes Closed." He said, "The reason that you can't do what I'm doing right now is because you see too much."

When I speak to these PhDs and MDs who are working on



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jobs, they're overworked and underpaid, or their ideas get shot down, or they're stressed out, or their blood pressure is off the chart. The reason that they're not doing what I'm doing—and they would love to do it—is because they are practical, realistic and cerebral and they've already figured out why they can't do it.

Well, I don't have that much going for me! I don't have that kind of brain power! When I decided to come in this direction, Mike and I—here he is a dropout from Ohio State University from Coshocton, Ohio and here I am from Miami, Florida—were these two young guys who had this sense of ambition and drive.

He had this larger vision for me, and I was crazy enough to say, "Okay, let's go for it!" We didn't have enough sense to know that we couldn't do this, and we've had the adventure of our lives. Helen Keller said, "Life is either a daring adventure or it's boring, and so, decide to make your life a daring adventure."

Stephen Pierce: But what if the fear's holding them back? What if they're afraid?

Les Brown: It's okay. Find some goals that are more important than your fears. The fear of being a burden on someone. The fear of being 61—I am 61, I am cancer-free, I am debt-free and drama-free. The fear, when my mother became ill, of not being able to do anything for her other than pray.

When my mother became ill and I took her to the hospital they asked, when she was diagnosed with breast cancer, "What kind of insurance do you have?" My mother said, "Les Brown, Unlimited" because I could write the check. Do you understand what I'm talking about?

The fear that I would not be able to be there for my mother, who claimed me when the woman who had me didn't do it. The fear of not being able to control my future, to do what I want to do when I want to do it. I was home all day. I told you—in fact, I talked to you this morning—I was taking a nap, I woke up, I got ready for you and then, I'm here.



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A lot of people don't have the power to do that. They don't exercise that kind of control over their lives because they didn't have the same kind of fear that I had: the fear of going to a job not knowing whether or not I would have a job, a job that I hated and, at the same time, hoped that I didn't get fired from.

That's what you called 'mixed emotions,' where you see somebody you hate drive off a cliff in your car. Well, you're glad they're gone but not in your car! So, I say life is just too short to live like that, so you've got to find some goals and dreams that are more powerful than your fears.

Just think about that. You've got to think about having a Katrina-fund. You've got to think about having a what-if strategy. What if you got sick? What if you were diagnosed with prostate cancer like I was eight years ago? Now my health insurance is \$5,000 a month.

I'm sitting here in downtown Chicago looking out from my condominium on the city. I just purchased this condominium and it costs me \$5,000 a month. When I called the doctor and said, "I'm coming in. I'm taking this sleep test," they said, "Well, Mr. Brown, you need a CPAP machine."

I called the insurance company and they said, "We don't cover that." "Excuse me; I'm paying you \$5,000 a month. You should cover preparing my breakfast in the morning! Going and getting my groceries! What are you talking about, you don't cover this? Help me, somebody!" Are you feeling the brother up in here?

Now, in the State of Michigan they can't turn you down. They said, "\$5,000 a month." I said, "Okay, this..." They said, "No, you didn't hear what we said. Your insurance will cost you \$5,000 a month." I said, "I heard you, and it's no problem. Here's one year in advance."

Money gives you choices, it gives you options and it reduces your stress level. Ninety-five percent of arguments in homes are about how to get five dollars to go where \$50 needs to go. When you don't have money, you are living together like two ships passing in the night.



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You come home at night, drained of all your energy and you don't have enough energy to enjoy each other. You just sit down and the television is watching you, and the children "better shut up! Didn't I tell you to be quiet back there?" It drives you crazy when you don't have money. When I have money, I don't need my medication as often.

**Stephen Pierce:** A lot of people define success and measure success by how much money they have or they don't have. Right or wrong, people measure success differently and somewhere in the equation, of course, money shows up.

**Les Brown:** That's not how I measure success. I measure success by my ability to impact and serve others. Impact drives income. My favorite book says, "But he that is greatest among you shall be your servant," and so your success and failure in life will be directly related to the quality and the quantity of the service you provide, if you provide service to people.

The late Johnny Johnson, publisher of *Ebony* magazine, said, "There's no defense against an excellence that meets a pressing public need." You've got to find something that gives your life a sense of meaning so that you can create a shift. Rather than worrying about paying bills and working a job that you hate, you can begin to live a life of contribution.

At this stage of my life, I'm redirecting my energy. I'm now saying, "What will my legacy be?" I'm now preparing for my grandchildren's and great-grandchildren's education. That's what I'm doing at this date. How am I going to train and develop the other generation of speakers? That's what I'm doing.

What is the impact that I'm going to leave on the planet? I like what Jim Rohn said, "When the end comes for you, let it find you conquering a new mountain, not sliding down an old one." I've got a new mountain to conquer. I'm going into prisons and reduce the recidivism rate.

I'm going to do my radio broadcasts that I'm having here in Chicago from the Cook County Jail. I'm going to the state prisons. I'm going to change these minds that are there, that





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are being warehoused. So, I've got some new goals for myself.

Stephen Pierce: I understand how you're defining success. Is there a danger—maybe, maybe not—for a person who defines success where the only measurement is money?

Les Brown: Maybe that works for them. I've never seen a Brinks truck behind a hearse. Let me tell you something about this thing called money. Nothing comes before an unending thirst for God. That's number one. Number two is you've got to have great health. Three, you've got to have great wealth Now I didn't say just some money.

I said great wealth, because one illness can wipe out everything. If I did not have money, I would, perhaps, be food for worms right now. But I could afford the best medical treatment that was available in the United States and outside of the United States.

There are people who I saw going to Johns Hopkins Hospital and MD Anderson, and they couldn't afford it. They didn't have the kind of coverage, or their insurance stopped paying. Then they couldn't have the services anymore. I, on the other had, have an MBA—a Mega Bank Account. I could write the check.

The reason that wealthy people live longer than poor people is because they can afford health care. It's because they can afford it. The next thing is strategic relationships. Dennis Kimbro said that if you're as smart as one of your group, you need to get a new group.

Another thing is special moments. This was a special moment in my life. I carved out time in my life to talk with you. I respect you. I respect the work that you do. I respect the mission of *Healthy Wealthy nWise*. I respect what it is that you want to accomplish with this kind of platform that you are using to talk to and speak into people's minds and hearts about their dreams and their potential for greatness, because greatness is a choice.

It's not your destiny. You've got to choose. "Choose you this



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day whom ye shall serve,”--the mediocrity or pursuing your greatness? To have the opportunity, to be of service, to share with people what I’ve learned over the past 61 years. Mr. Washington stopped in the parking lot and talked with me in his car, “Get in, young man. Let me talk to you.”

I was going door-to-door selling television sets in Miami. A man said, “Lesley?” I said, “Yes, sir.” “This is a usable world, young man, and if you don’t use it in the right way, it’s a cruel world. Lesley?” “Yes, sir.” “Always strive to get on top in life because it’s the bottom that’s overcrowded.”

All of these people created moments for me, special moments that are still a part of me right now. Maybe there are people for whom this moment that you and I are having—here I am an older guy, I have more yesterdays than I have tomorrows and I have the chance to share with you—will be a special moment.

You are my future, and so I’m having this dialog with you so that people can listen in, and maybe get some value from it. Maybe they’ll begin to walk away and look at their lives differently. There was one great speaker who said, “Once a man’s or woman’s mind has been expanded with an idea or a concept, it can never be satisfied with going back to where it was.”

Maybe this conversation, this experience—by plugging into what it is you do each week—will stretch your mind and you’ll begin to see your life with new eyes, a new vitality, a new passion, and energy to do things you didn’t even know you had it in yourself to do.

Stephen Pierce: I don’t want anybody to only find value in this interview, because there is a ton more value that Les has to offer. I’ll quote Les, “It’s not over until you win,” so regardless of where you are in your life right now, it’s not over until you win. I want you run over to:  
[www.HealthyWealthynWise.com/LesBrown](http://www.HealthyWealthynWise.com/LesBrown).

Personally, I feel as if no library is complete unless you have a stock of Les Brown included in the library. Know sincerely that it’s not over until you win. If there is anybody who can



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help you—and I'm not talking about just motivate you—if there's anybody who can really help you to win, it's Les Brown.

He's won again and again and again. It's not just one win, the victory lap, the dance and the forever celebration, but it's one win after another, overcoming one obstacle after another. Les said you have your own cross to bear. You're going through your own things, and it may seem easier said than done, but listen, Les has been there, I've been there and it's true.

It's not over until you win. Just do yourself a favor, do your legacy a favor, and make that decision right now to go over to [www.HealthyWealthynWise.com/LesBrown](http://www.HealthyWealthynWise.com/LesBrown) and discover more about Les Brown. Certainly, you have to have gotten value out of this interview. I know you've gotten value, but don't let it just end here. Extend that value and connect further with Les on a deeper level.

Les, here is a question for you. I want you to give everybody some practical action steps that they can take in the coming weeks to put into action the insight that you've shared.

Les Brown:

The products through which they can get access are "Choosing Your Future" and "It's Not Over Until You Win." Choosing your future is a six-step process. I don't know what your goal is. I can't say you can do or you cannot do it. Here's what I do know: that you have greatness within you.

"How can you say that? You don't know me." Well, based upon my own experience, that's how I can say that. I can say that from a place of knowing that all of us, I believe, have the potential to do more, to have more and to experience more. We were born with greatness.

It's possible that if anybody at any point in time lived their dream, had a goal and something they wanted to accomplish, then you can do it, too. You've got to create an environment for yourself that helps you to win by listening to motivational messages, reading positive books, and being a part of a coaching program with someone who can see it for you and who can help you out.



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The next step is It's Necessary. You've got to have a deep-down resolve, whatever the goal and dream this week that you start—let's say, for instance, that you're going to lose one pound this week—it's necessary for you to have this made-up mind. Someone said, "There's nothing as powerful as the made-up mind." Say, "I'm going to do this and I'm going to make it happen no matter what."

It's necessary that you discipline yourself. Socrates said, "The undisciplined life is an insane life." So what do you have to do once you make the commitment? What body movements, activities, exercises? Do you need a trainer if you're not disciplined enough to do it yourself? What foods do you need to begin to avoid?

What is it you need to cut down on that will help you to achieve your goal? It's necessary that you get a game plan. Robert Schuller said, "People don't plan to fail, they fail to plan." That sounds simple, but it's true. The other step is that It's You. Just take personal ownership for your life right now, and just decide, "I'm going to make this happen. I'm going to do this."

See, even if your life is not where you want it to be right now, there is a quote that says, "Wherever you find yourself, at some point in time you made an appointment to be there." Stop playing a victim. Stop whining and complaining. Nobody ever takes time to listen to your whining.

Eighty percent don't care and 20% are glad it's you. So get over it. Everybody's going through some stuff, everybody's got a story, and everybody's got a racket. Life is too short and unpredictable to sit around feeling sorry for yourself, defining yourself by your circumstances as opposed to your possibilities.

The other thing is, It's Hard. You're going to have some failures. You're going to have some defeats. If you get off course this week, it's not over. It's not over until you win. Come back again and again and again. Write these two things down. Number one is, "I will win if I don't quit."



That's number one. "I will win if I don't quit," so say that to yourself every day and read that. The second thing is—write this down and put it someplace where you can see it—"I refuse to die an unlived life. I refuse to die an unlived life. "

Stephen Pierce: Say that again.

Les Brown: "I refuse to die an unlived life." I went to the funeral of a friend, and when they let him down into the grave, what they did not know is that there were three books that he and I talked about that he was going to write. He never got around to it. Those books were with him in his grave.

When I buried my best friend, Boo, coming out of the cemetery, a lady approached me and said, "Mr. Brown, you used to talk about how your friend, Alexander "Boo" [Wims], was a great cook and he had these secret Bahamian and Jamaican recipes and that he was going to write this book with you. Did he write the book?" I said, "No."

She said, "Ooh, he took that with him." Boo took that recipe book and all of his secret recipes with him to his grave. Somebody asked a question, "As you look at your life and look into the future, if you died right now, what dreams, what talents, what abilities, what gifts would die with you?"

Miles Monroe said, "The wealthiest place on the planet—it's not in the Far East where there's oil in the ground, it's not in South Africa where there are diamond mines—the wealthiest place on the planet is the cemetery." There you find leadership the world never had a chance to be exposed to.

There you'll find poets and singers and artists and entrepreneurs and leaders who never found their voice, who never took a stand. There you'll find genius. It's been said by the poet, "Many a flower has bloomed unceasingly and wastes its sweetness upon the cold desert air."

Many a talented and gifted person has gone unnoticed and the world never had a chance to be exposed to their greatness. I love this. Can you tell I love what I do? That's the passion in me!



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- Stephen Pierce: I can tell that you love what you do.
- Les Brown: You've just got to love it. Do you understand what I'm talking about?
- Stephen Pierce: I understand. I'm feeling you, Les!
- Les Brown: Are you feeling me up here?
- Stephen Pierce: Speaking of what you love to do, at *Healthy Wealthy nWise* we strongly believe in the power of intention to manifest outcomes. So we want to know what your current, most important project is and what intention you would like for us here at *Healthy Wealthy nWise*, along with our readers, to hold for you.
- Les Brown: I have a seminar that I do called "Presentation Power" and I'm also having a speaker summit in April in Orlando. My goal is to train the next generation of great orators, speakers and world-class communicators because I believe "In the beginning was the Word," "Thou shall decree a thing and it shall be established unto you."
- We live within the context of conversations. My goal is to create great orators and great communicators to begin to speak into existence a brighter tomorrow. We need to have great communicators today focusing on the solutions and possibilities rather than on the problems.
- I believe the world exists as it does because the bad people are outworking the good people. I want to help folks begin to find their voices, to teach them how to impact audiences, to speak into their hearts and minds and spirits, and to ignite their greatness.
- Stephen Pierce: Amen to that, and we here are in total agreement with you on that one, so we're going to intend that with you. Let me ask you this. What single idea would you like to leave with everybody?
- Les Brown: I want them to go to bed with this thought that I go to bed with. There is more in me than I'm now expressing, and I'm





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committed to finding it, to getting in touch with it. Someone said that, "Life is God's gift to us, and how we live our lives is our gift to God."

I believe that there is something in me, far beyond what I could imagine, that I'm not expressing. I'm constantly working to get to it. Even talking with you right now, I'm not wearing any crown, Stephen, I'm still growing, I'm still developing.

I'm like the lady who said, "Lord, I ain't what I want to be, I ain't what I'm going to be, and thank God I sure ain't what I was." I'm still striving. I still want, at the end of the evening, to know that I gave this day my best and that tomorrow morning, if God is willing, that I will get up once again working to be the man that I never have been up to this point.

Stephen Pierce: Wow. I know everyone got a ton of value. You saw the power and the conviction that Les has for what he stands for and what he's all about. If you're really interested in connecting with your personal mission, if you're really interested in discovering what that purpose is...

And if you're really interested in letting your voice be heard, and if you're really interested in taking the stage in life where you're supposed to be so that you can provide the value to people you're supposed to be providing it to, and if you're really interested in being heard and being set free to live the life that you want...

And like Les said, if you really want to have an MBA—a Mega Bank Account—as a result of you connecting with your purpose and your mission, then I encourage you to immediately go over to:

[www.HealthyWealthynWise.com/LesBrown](http://www.HealthyWealthynWise.com/LesBrown), and don't let the ending of this interview be the end of it.

Let it be the beginning of something big. Let it be the beginning of the greatest moments of your life. Like Les said, it doesn't matter where you are right now. It's not over until you win, and it's okay if you feel like you're stuck, it's okay if you feel as if you're still growing.



**Speaker, Entrepreneur and Best-Selling Author  
Les Brown**

You just heard Les say just now that he's still growing. We're all still growing. Sometimes we can grow much better and much faster and be more efficient if we have the right mentors, so I encourage you to embrace Les as your personal mentor right now by going over to [www.HealthyWealthynWise.com/LesBrown](http://www.HealthyWealthynWise.com/LesBrown).

Les, as always, it's a pleasure hearing you. It's a pleasure talking to you and for me, this has probably been one of the most joyful interviews I've ever had the privilege of doing. I want to thank *Healthy Wealthy nWise* for bringing you and I together for this.

I know you are on a different timetable right now, having come back to the States, but I want to thank you for being here and sharing from your heart, from the core of who you are, the information that you shared with everybody. I'm sure I speak for them when we give you a big, hearty appreciation and a standing ovation, if you will, out of appreciation for who you are and what you've contributed today.

Les Brown: I want to thank you and *Healthy Wealthy nWise* for this opportunity. I'd like to have an opportunity to be interviewed when I've had a full night of sleep and I'm fully rested, because I'm a little slow tonight, but I'd like to talk to you when I'm on fire and when I've had some rest!

Stephen Pierce: Les, there was nothing slow about you tonight, trust me. You were on.

Les Brown: Thank you so much. I appreciate you so much. God bless you and God bless you, Stephen.

Stephen Pierce: You, too. Take care.

Les Brown: All right, bye now.

Janet Attwood: Thank you, Stephen. It's been a fabulous interview. This is Janet Attwood, and we've been so beautifully blessed tonight. It was just an amazing job, so thank you. It was a pleasure having you with us.



**Speaker, Entrepreneur and Best-Selling Author  
Les Brown**

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Stephen Pierce: Thank you.

Janet Attwood: Les, I hope you're still with us. You're amazing. No wonder audiences give you standing ovations wherever you go. It's a remarkable experience and I know everyone would agree just listening to you. You said we should hear you with a full night of sleep, fully rested, and you'd even be better. I can't even imagine you doing better.

My hand hurts from all the writing down of all the wonderful knowledge and quotes that I've got. I'm not kidding you, I'm sitting here—you know when your hand hurts and you just start holding your wrist—and swinging it back and forth so that the blood will come back to it.

Anyway, thank you for giving our listeners such an amazing discount on your program to bring out their millionaire potential. For all of our listeners, you can have Les Brown's wisdom in your home by going to:  
[www.HealthyWealthynWise.com/LesBrown](http://www.HealthyWealthynWise.com/LesBrown). Stephen, thank you for giving that information so well. Thank you so much, again, Les, for being with us.

Les Brown: Thank you so much. Thank you for having me.

Janet Attwood: You're just so, so incredible. For all of our listeners, thank you. I just wish I could open it up to everybody right this second, but I will in just a few minutes, because I know everybody's just jumping up and down. I'm sure their hands are hurting, too. Thank you.

For all of our listeners, be sure to join us on our next call on Tuesday, February 21, and we will interview the number one, best-selling author Jennifer Hawthorne. She's one of my dear friends and she's a co-author of *Chicken Soup for the Woman's Soul* and other *Soul* books. Her books have sold more than 12 million copies worldwide.

On March 7<sup>th</sup> we have a very special treat for all of you. We will celebrate the third anniversary of *Healthy Wealthy nWise* as the four co-founders—Liz and Ric Thompson, my great friend and business partner, Chris Attwood, and myself—share the story of how *Healthy Wealthy nWise* has grown



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from nothing, with almost no capital investment, into once of the most influential resources for personal development.

We're really, really excited. We're actually all meeting in Puerto Vallarta this week to put together our talk and to create some strategic developments for the whole new year, so *Healthy Wealthy nWise* will go to even better levels, so thank you so much and we look forward to you being with us then.

On March 21<sup>st</sup>, we interview Bob Scheinfeld, who founded and made millions from Blue Ocean Software, and whose breakthrough programs have transformed the lives of thousands over the past 20 years. Chris just recently reviewed Bob's *Busting Loose From the Money Game*, and all I've heard about is that it is great, a paradigm shift, and one of the greatest courses that he's ever taken.

Chris has seen a lot, so when he says that, I'm really, really looking forward to that interview. For those of you who want to check the schedule of upcoming interviews, you can do that by going to [www.HealthyWealthynWise.com/schedule](http://www.HealthyWealthynWise.com/schedule). Also, we have a wonderful, wonderful program called the Dialogues with the Masters call.

On February at 16<sup>th</sup> at 7:00AM PST, we will be interviewing a great saint from India, Anandagiri. We hope that you'll join us for that call as well. We look forward to being with all of you for these incredible interviews. We'll open up the lines in just a second and say goodnight. Thank you for being with us. It's just wonderful. Les, thank you. Stephen, thank you. I hope we'll be with each other very, very soon. Good night.