

Secret #11

Open Minds Let In Better Ideas!

SECRET #11 Opening your mind can open the door of success.

Is your mind open or closed?

In a successful business, managers show respect for others' opinions by encouraging different ideas. Put another way, these managers are *open-minded*.

By being open-minded, a business can create a positive environment for its workers by inviting everyone to suggest new ideas to improve the company and make it more successful.



In life, being positive and open-minded is also very important. It's always a better choice to be optimistic about the future and project a positive attitude.

So remember: Successful people look for new ideas. They don't automatically say "no"; they ask, "What are the terms and conditions of 'yes'?"

Radley learned about keeping an open mind when BILL GATES, a very successful businessman, visited *Secret Millionaires Club* headquarters.

Mr. Gates asked if Radley, Starty, Lisa, Elena, and Jones would travel to a small African village that didn't have electricity. He explained that if they could find a way to bring electricity to the village, the villagers would then be able to

read books at night and access the Internet, as well as keep food and medicines cold.

Secret Millionaires Club was up for the challenge and, two days later, arrived at the village! It was nestled in a valley with a fast-flowing stream running beside it.



When Radley saw the stream, he had an idea for producing electricity: They could build a simple generator that was run by the flowing stream!

Just as Radley shared his idea, a village teenager named ADISU stepped up and offered to help him. Young Adisu had the same interests as Radley; he was energetic, inquisitive, and inventive. But since the two teens were so much alike, they immediately started arguing.

Radley was stubborn and insisted that they only use *his* design for the electric generator—even though Adisu said he had a better design in mind.

As Radley and Adisu continued to bicker, Starty, Jones, Elena, and Lisa stepped forward, accusing them both of not keeping an open mind. “If you keep up with your arguing,” they said, “the village will *never* get electricity!”

Radley and Adisu saw the wisdom of their words and agreed to tackle the design together. They built a working hydroelectric generator that brought electricity to the entire village.

As I always like to say, “The more you learn, the more you’ll earn,” so remember:

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