

Secret #6

Always Think of New Ideas

SECRET #6 Try to come up with alternate ways of doing things.

It's easy to get in a rut and do the same thing over and over again.

In business, managers are always faced with roadblocks on how to grow their business or what to do when competition increases. The most successful businesses are constantly thinking of new ways to do things.



Thinking of alternative ideas and ways to do things is important in everyday life, too! Sometimes, when we try something for the first time, it doesn't work out the way we expect. Whenever that happens, be flexible and think of *other* ways to make something work.

So remember: It's best to think of new ways of doing things!



This secret really struck home when the *Secret Millionaires Club* kids formed a “virtual” band called THE LLAMAS. It was virtual because their drummer, a girl named MILLIE, lived in London.

A friend of mine, actor and singer NICK CANNON, helped Jones, Elena, Lisa, Radley, and Starty fly to England so they could shoot a music video with Millie.



Unfortunately, Millie wasn’t in the mood to spend time with the band because her parents, owners of an old-fashioned record store, were arguing about how to save their business. Their store used to be very popular but now, with digital music downloads, most customers had stopped buying records and CDs.

The *Secret Millionaires Club* kids tried all sorts of ways to bring customers back into the store but nothing worked.



Right when all seemed lost, I suggested that they might be stuck using a bunch of old ideas to solve their problem and that they should try coming up with new and different ideas.

That one little suggestion was all they needed because the kids came up with a very imaginative idea: What if Millie's parents turned their old record shop into a modern dance club geared just for teenagers under 18 years old?



Millie and her parents *loved* the idea and it became an instant success.

And guess who performed on opening night? That's right; it was The Llamas themselves, with their very grateful drummer, Millie.



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

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