

WORLD CLASS PRINCIPLES FOR A PROSPEROUS LIFE

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*The only way to do great work is
to love what you do.*

-Steve Jobs

In this eBook you will find a number of the most powerful principles of Success and Prosperity. Enjoy and Practice

WORLD CLASS PRINCIPLES FOR A PROSPEROUS LIFE

“Passionate Spot of Life “ Manifesto ”



“Like all successful people any time in the history and now the only way to do great work is to do what you love. But many people start their lives devoting time on education (which nowadays is getting fast outdated) , integrate in the society , follow without asking questions (what I call living in the fog !) , enjoying or complaining and in the majority of the cases complaining without asking what do I love to do in life and what is my purpose ? WHY am I on planet earth? Definitely not to suffer or be frustrated but to “experience, learn, enjoy and make the world a better place ”.

With more than 70 % of people unhappy with their jobs there is a tremendous waste of human potential and a lot of frustration. I BELIEVE that we can change that for millions of people. I BELIEVE I can together with you inspire and help millions to enjoy a better / happier life by finding their passions and their sweet spot of life (The overlap of Talents/Skills , Passions ,Beliefs , doing something valuable for others and the society (meaning having a purpose bigger than ourselves and value adding).

Do you want to inspire yourself? .Do you want to join me to inspire and help others? Do you want to make the world a better place to live?

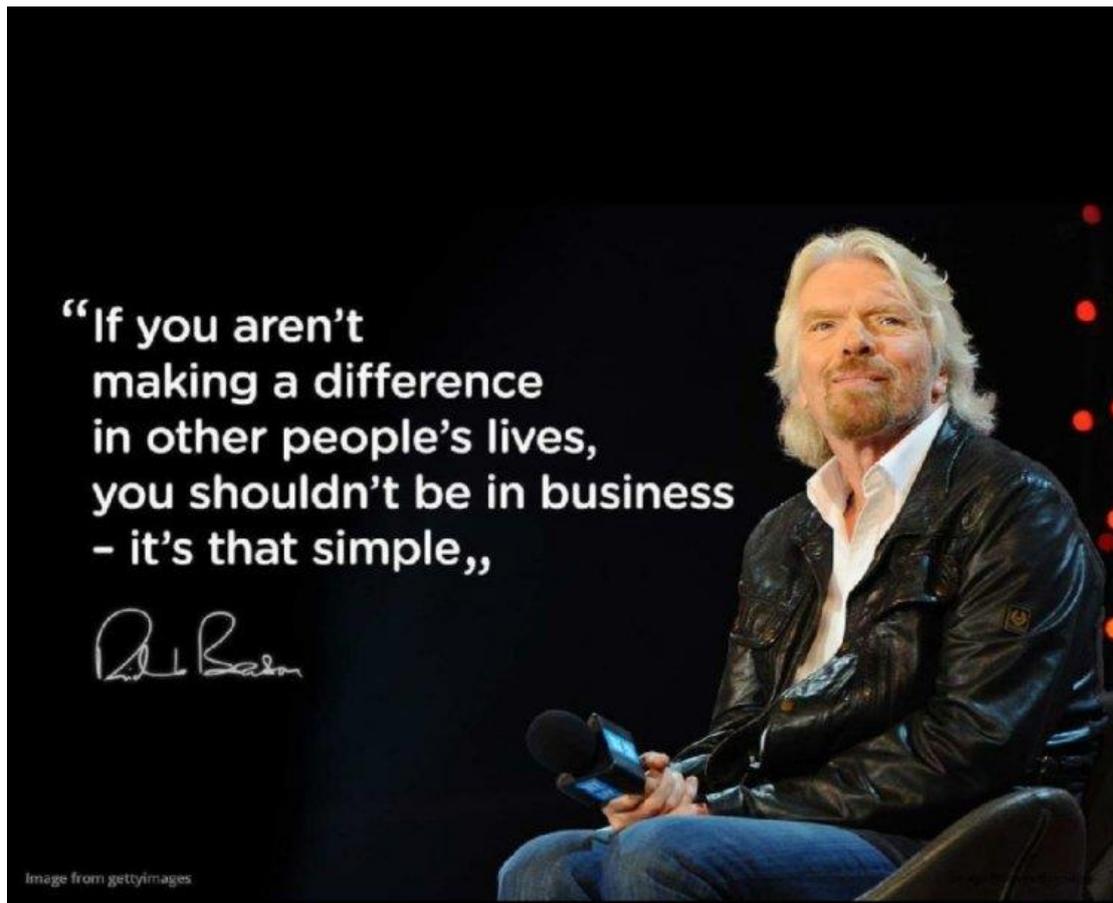
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1. How to Create Value with your Passions



Steve Jobs said "The only way to be truly satisfied is to do what you believe is great work. **The only way to do great work is to love what you do** (passions).If you have not found it yet keep looking .Do not settle ."

In USA 70 % of people based on a 2013 study (Gallup) do not really like what they do and many have to..... **Do you? Who said you have**

to? This means frustration, waste of lives and lower productivity (recent study talks about more than 500 billion USD only in USA) .What about the rest of the world ? This is huge waste of human capital.

Many people start their lives , devote time on education (which nowadays in many cases is getting fast outdated) , integrate in the system , follow without asking questions (**what I call living in the fog !**) , enjoying or complaining and in the majority of the cases complaining without asking **what is my purpose on planet earth ?** Definitely not to suffer but to "**experience , enjoy , learn , help others and contribute to the society** " .

The majority of the people that do not enjoy are so much integrated in the system that do not take the time and distance from daily life to reflect about their lives and ask themselves what they would really love to do !

This is something that the western education system does not really caters for or really pays attention (**the system is focusing on brain work and is neglecting feelings and spirit**) and It would be great if we had a process to help people not only to find their passions (**what they love to be/do/have**) but also create value (resulting >> make money) with their passions .**Currently there is a widespread belief that following your passions you cannot have a good career or generate value for others and the process below aims to make it work .**

In this article my focus will be to explain a simple process that can help people to find what I call our "**sweet spot of life**" especially in a few critical stages of our lives (e g before university , from school to work and when we have major professional or social changes in our lives) . With the really exponential growth of many new technologies (Networking , Artificial intelligence , Social Networking , Computing and Data Analytics , Sensors , Mobility and freedom ,....) the trend of many people graduating from the universities with an outdated degree will accelerate . Consequently the process I am talking about will be even more valuable .

To my humble view it will be great for people and society to have this process included in the education system to find out what I define as "**sweet spot of life**" which to my belief is the sweet spot of **4 overlapping circles**.



1. **Our Passions** , What we love to be/do/have and for this the "**Passion Test**" process is a good tool

2. **What we are good at (our talents >> what we are born with and our skills >> what we develop during our lives).**

For this there are also tools like "**Strengths Finder 2.0**" which is a great tool . Another way to find our talents is to ask the right questions to ourselves, close friends, colleagues and family. Questions like:

- For what type of help people call me for ?
- If I received the Nobel prize for what would it be ?
- For what things people always compliment me ?

3. **Beliefs. To create value we need to have supportive beliefs** . If we have the wrong beliefs they can negate both our passions and talents because beliefs can block any necessary actions or behaviors to create value . e g assuming we love the idea of creating new

business and we have entrepreneurial talents if we do not believe that we can be successful it will never work .

4. Customers/Society. To create value we need to target our offering to a customer segment . **A “Customer” segment that we can add value beyond expectations , we are attractive to them and in alignment with.**

If what is value creating for the specific customer segment can be expanded to the broader society meaning value creation with a much bigger purpose then we can have bigger impact and success .

Concluding living our passions in alignment with our talents, skills , beliefs and serving the right ! customers creates value for the society resulting in the following " value creation formula" :

“ Using My ‘Talents’, ‘Skills’ and Supporting ‘Beliefs’ I will make money with my ‘Passion(s)’ by serving ‘Customers’ and creating value to their lives beyond expectations”

Just practice it for your self . You will not only enjoy your life to the fullest and create value but you will benefit the society to a great extend !

Thank you very much and as always I would more than appreciate and welcome comments

Enjoy your passions !

Mike Mastroiannis

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2.16 principles you do not want to learn too late in life

The faster you learn and practice all these principles the earlier your life will be better and happier. What of course is helping to achieve this is the knowledge of what you Love to Do. Living your passions is the ultimate life.

1. Believe in yourself and accept responsibility for your life.

You really are capable of amazing things. The only thing that can get between you and your dreams is self-doubt. Don't let that happen! Believe in yourself, and surround yourself with others who believe in you. When you accept responsibility, you assume complete control of your life and close the door on excuses. It's a powerful state

2. Know what you can control

Everybody can control: His/her words, actions, ideas , responses, behaviour , effort and mistakes.

Things outside of your control are: Other People's actions, words, mistakes, feelings, ideas and behaviour. We can influence other People but we do not control them. Consequently act wisely and do not stress yourself unnecessarily.

3. Beliefs are driving your world

"It is not events that shape us but our beliefs of what these events mean". CHANGE YOUR BELIEFS AND YOU CHANGE YOUR WORLD

. Anytime anything happens in your life just think and decide to give a positive, resourceful meaning to it.

4. You can change your mood or your performance anytime

If you want to change your mood or performance just change 2 things:

- Change the meaning you give to your situation and focus on something positive

and/or

- Change your Physiology . Change your body posture, start moving, gives so much energy .

Both result in positive emotions that drive our new behaviours.

5. Do not make any assumptions

We have the tendency to make assumptions for everything. By making assumptions we believe that they are true. We are afraid to ask for clarification, we make assumptions and we believe we are right.

It is always better to ask questions than to make an assumption because assumptions set us up for stress and suffering.

How many times have you suffered because you made assumptions?

6. Make the choice to be happy.

The biggest part of being happy is to simply make up your mind to be a happy person. It is an inside choice and does not depend on events that happening outside of us. It's not about circumstances, it's about choice. You can just choose to be happy by designing the beliefs / rules of your life to be :

- Achievable to feel able to meet your values
- Easy to feel good
- Hard to feel bad

7. Let go of negative thoughts and negative people .

Don't poison yourself by dwelling on negative thoughts. Your life reflects your dominant thought patterns, make yours positive. Like it or not, your attitude is susceptible to the dominant attitude of those around you. If they are negative, let them go and don't look back.

8. Facing your fears

The skill of facing your fear is one of the most obvious, but sometimes the most crucial. It doesn't matter who you are – elite athlete, millionaire, entrepreneur they all have some type of level of fear. A level of discomfort when a situation arises. But without putting yourself face to face with your fears, you can never fully get to where you want to be. There really are no shortcuts.

None of us are perfect, we all make mistakes. But every mistake, every failure, it slowly transitions into learning and finally wisdom. The wisdom of knowing how to do it better. The wisdom that those same failures you encountered, developed you into the person you are today. The bottom line is that you grow only outside of your comfort zone. So to achieve something significant or bigger than yourself you need to face some fear, grow and achieve !

9. The world doesn't revolve around you

You have to understand that people don't think of you as much as you think they do. They have their own minds, insecurities and problems to think about. To them, they are the main character of their own story and if they are thinking of you, it's probably because it interconnects to their own lives. Even if this thought makes you feel less significant, it helps you put into perspective that all the worries and regrets of what people think of you are only the construct of your own mind. **In other words do not make assumptions**

10. Do not take anything personal .

This is a difficult one and it is based on the following truth: Everybody talking about you expresses only his own mind . Consequently whatever anybody says about you expresses only his view and NOT YOU!. That is why you should never take anything personal!!

11. Stop comparing with others

Comparison is futile as it does not make any sense to compare with others (everybody has his own life journey). You always have been and always will be your own best competitor. In a world where comparisons happen non-stop, it is difficult to look outside yourself and to ever be content with who you are. There's always someone who's a bit better.

The only solution is to reach inside and measure against what Warren Buffett calls your own internal yardstick. There is no more accurate measure for comparison than who you were yesterday, last week or last decade, when you were at your best. Or perhaps the person you know you can be based on your values, passions/ purpose and mission.

12. Small steps for big changes

Small steps aren't about limiting yourself from growing to large, too quick. It's a matter of being able to start (especially with something you fear). It's about growing momentum and putting yourself into a position where you know you can succeed. Many used to put way too many things on their to-do list, attempt to get everything done, and end up procrastinating because of how much there is to do. Break the monster down into bite sized pieces. Want to accomplish more? Start with just two of the most important things on your to do list. By breaking a goal down to just 10 minutes a day will help you persist in the long run. So when I don't feel like working out, I say to myself just 10 minutes a day. Those 10 minutes almost always turn into a full blown workout!

13. Living in the present

You can learn a thing or two from a child. Their minds only fixate on the playground around them. They're not thinking of their next homework assignment or what they cried about yesterday. They just do out and purely enjoy themselves in the moment: running, laughing and playing. Every moment that passes by you, is another moment that you can't get back. It's a moment that you could have seized. These moments pass us while our minds are somewhere else. You miss the interesting people around you, the beautiful environments, and most of all the life that you're living. Living in the past does not create any value and living in the future creates anxiety. Only living in the present makes sense.

14. Don't make things bigger than they are

When we experience stress – a physiological response of fight or flight is triggered. This is actually very natural, and probably helped our ancestors survive. The part of the brain that creates this response cannot fully distinguish it as a real threat or a perceived threat. But understanding that this physiological reaction is a natural part of us can help us see that nothing is actually attacking us. Life really isn't as serious as you think it is. The problems that you have now aren't going to matter in a year; it

might not even matter by next week! (Ask your self: Is it going to matter a week from now ?) .

One moment your heart is racing a mile a minute, the next you're laughing at the incident. I remember all the times arguing with my significant other. The arguments were small, but it led to many big fights. Looking back, I could have replied with just a simple "okay," and it would have been fine.

15. Invest time in others

How would it feel if you were sick in the hospital and not a single soul came to visit? Invest some of the time you have in caring for the people close and around you, even if it means sacrificing some personal time. Treasuring your relationships with your loved ones is something that should never be overlooked. You know the saying "Live like it's the last day of your life"

You can only succeed in Life by inspiring and helping others. This is the fastest way.



16. Being Grateful for what you have to receive more

Being grateful and giving makes us all happy. Being happy we are more productive and create more value. When you create more value you start to create abundance.

Gratitude is the door to Abundance.

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3. How to motivate yourself and always win in Life ?

What motivates you to be your best?

Who do you use as comparison to push your limits?

In years of competition from academics to business to athletics, the best competition is the same person every time: Myself !

Have you ever worked really hard only to look to someone else and be disappointed that your progress was not as advanced as hers? Was it frustrating? Did it motivate or demotivate you?

If you're anything like most of us, it discouraged you. You think, what's the point of working so hard if I still can't be as good as him or her?

Discover Your Own Path to Win in Life!

Comparison is futile as it does not make any sense to compare with others (everybody has his own life journey). You always have been and always will be your own best competitor.

In a world where comparisons happen non-stop, it is difficult to look outside yourself and to ever be content with who you are. There's always someone who's a bit better.

The only solution is to reach inside and measure against what Warren Buffett calls your own internal yardstick. There is no more accurate measure for comparison than who you were yesterday, last week or last decade, when you were at your best. Or perhaps the person you know you can be based on your values, passions/ purpose and mission.

Nothing useful ever comes from comparison to others. Either you see yourself as better than someone and you get lazy, or you see someone else as better than you and you feel like all your hard work is for nothing.

It is a fool's game. None of us are inherently above or below the person next to us. We are who we are. Not one of us is exactly alike. The only direct and honest comparison is within yourself!

And one thing is for sure. No matter how hard you work and how dedicated you are, there will always be someone who can run a little faster, jump a little higher or look a little nicer in a mini skirt. And if there's not, you can bet someone is coming up fast behind you.

So how can you ultimately always win in life?

Become your best competitor!

3 Reasons Why You are Your Own Best Competitor

1. Having an image of your most recent past limits is the perfect thing to push you to the next level. If you ran 5 kilometers yesterday, then do 6 today. Who cares if the guy next to you did 15? You are a more fit person today than you were yesterday. Your own progress is all you need.

2. You will continuously be your personal best. If you commit to a slightly higher standard of yourself every day, you will always be at the top of your game. And that game will only get better. But if for some reason you fall off your mark, you will always have the past image of your peak performance to show you what you're capable of.

When Donald Trump went bankrupt, he was asked how hard it was to become wealthy again. He said the first time was the by far the most difficult. Once you've done it, you know what's possible and then it's just a matter of doing it again. Show yourself what you're capable of.

3. Your coach will forever be with you. You'll never have to complain that your business partner is getting too lazy to keep up. After all, he is inside you, at your core.



**THE ONLY PERSON YOU
SHOULD TRY TO BE
BETTER THAN IS THE
PERSON YOU WERE
YESTERDAY.**

So don't worry about the others. When it comes to progress, they don't matter anyway. What matters is that we all have our unique dreams, goals and desires. And then taking the actions and building the habits necessary to live those dreams. No one else wants exactly what you want. So why compare to them?

If you make yourself your one and only best competitor then you will have already won. Your progress will be nothing but fulfilling and it will stack up to achieve even more in the days to come.

Choose your own path and make comparison impossible.

The path of the crowd is one overflowing with the "who's better" mentality. If you choose a career that is hyper-competitive and over-saturated where everyone steps on each others' toes to get to the top, you are going to be forced to compare yourself to others as they will all be doing the same with you. Comparison will be all too easy.

The interesting thing about the road less travelled is that there is often no one else traveling your exact path. You will see people on similar or familiar looking roads but no one exactly like yours. This provides you with limitless inspirations as you see others' journeys but makes comparison nearly impossible.

If you make one choice: to take the road less travelled, you will have no choice but to measure using your internal yardstick. Nothing else will be accurate. You will be your own best competitor and victory will be yours for the taking.

If you're going to play the game, pick your path/passion! wisely and set it up so you can win.

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4. Eliminate Common Limiting Beliefs

#1: “Play it safe”

With risk comes reward! Playing it safe is pretty much the most dangerous thing we can do if we want to have exciting, fulfilling or successful lives.

How is someone supposed to fly to the moon if instead he decides to get a desk job he doesn't really like, just so he can play it safe?

This is a big one. Most of us make many decisions based on playing it safe.

#2: “Only fools rush in”

Shouldn't we be trusting and following our intuition, even if it seems hasty?

Have you ever made a snap-second decision based on a gut feeling that saved your life, like veering out of your lane on the freeway? Is that foolish, or is that listening to your guidance?

If you feel a strong pull to do something, why wait?

#3: “Love hurts”

If love hurts, is it really love?

I wonder how many people have stayed in unloving relationships because they believed it was love, because “love hurts.”

Why do we tell ourselves love has to hurt? Wouldn't we rather have relationships built on compassion and kindness?

#4: “Wealthy people are greedy and evil”

This is a good limiting belief to tell ourselves if we never plan on getting wealthy! If being wealthy is “wrong” we'll never believe we should have lots of money.

#5: “You have to kiss a lot of frogs before you meet your prince”

Do we really want to have to do this? Besides, what about those high school sweethearts who are still together and happy after so many years?

#6: “Old people get sick/fall apart”

Sounds like fun. Why bother trying to live a long life then? Wouldn't it be better if we all died at 30 like they did in the Dark Ages? It just doesn't make any sense for us to want to live a long life while we simultaneously believe that aging is a wretched, painful process.

#7: “Beauty fades”

Beauty is in the eye of the beholder. It's subjective. It isn't related to age, it's related to perception. All this belief does is cause us to be insecure as we age.

#8: “It's a dog-eat-dog world”

My guess is we're probably hanging around the wrong people then.

How many people put up with toxic work environments because they believe this behaviour is normal? Why shouldn't we be able to find opportunities where people work together peacefully without all of the competition and backstabbing?

#9: “The young are foolish/the old are wise”

There are plenty of wise children out there, and many foolish adults. Our wisdom depends on how connected we are with the infinite knowledge of the universe, not our date of birth.

Young people are not all idiots and not every elderly person will give sage advice. Listen to those who's words connect with your soul,

regardless of their station in life. Don't pass up great advice because someone is young or take terrible advice from someone older.

Additionally, if you're young and you know what you're talking about, don't let anyone convince you otherwise.

#10: "You have to get a college degree to be successful"

Well, as many people have pointed out, Steve Jobs, Bill Gates and Mark Zuckerberg all did just fine without one. So did Maya Angelou and Jennifer Aniston.

For that matter, I happen to have a college degree, but the only job I've had since I graduated that required it was my teaching job, and we all know how financially successful teachers are these days. Don't get me wrong, I loved college and I'm very grateful that I had the opportunity to attend, but that diploma isn't responsible for the successes in my life.

Our successes come from us, not from a decorated piece of paper. There is no single path we have to take to achieve success.

#11: "Save your pennies"

For what? We can't take them with us. That, and money isn't exactly even real. It's abstract, it's value fluctuates and the bulk of the money "in" our bank accounts isn't even physically saved anywhere. It's nothing more than an illusion (albeit a convincing one!).

Why do we make so many choices in our lives based on the scarcity of an illusion? To learn more about this belief and how we can start to let go of it, check out this article.

#12: "Try your hardest"

If we're trying our hardest, we're probably not going with the flow.

We all know that trying too hard is a surefire way to bomb your job interview or get rejected by the cute girl you're trying to pick up. So why do we tell ourselves we have to try so hard?

#13: "Life is short"

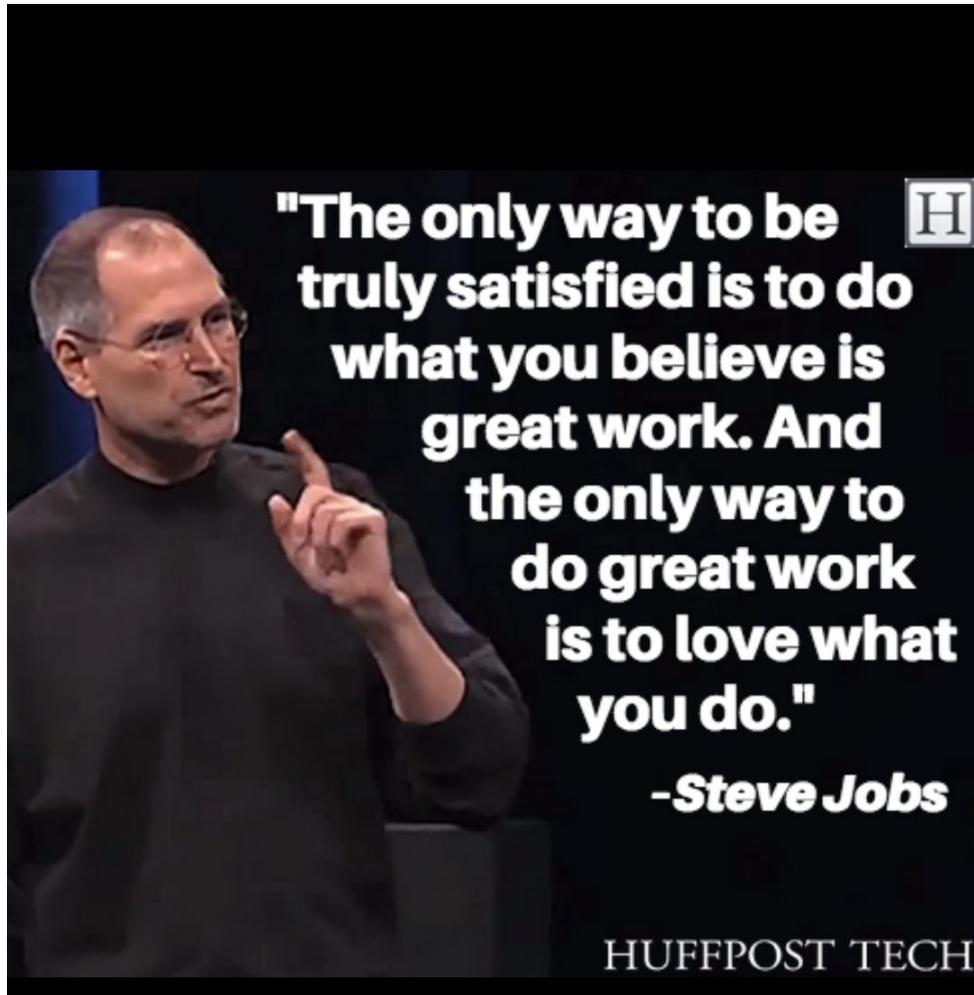
How about "we are eternal" instead?



It would be a lot easier to create wonderful lives if we thought of ourselves as unlimited, all-powerful and eternal creators who could do anything. When we choose to hold on to limiting beliefs like the ones above, we only clip our wings and give ourselves reasons not to follow our intuition or pursue our dreams.

If you think you're ready to go after the goals in life you haven't yet pursued, maybe it's time to start peeling back the layers of limiting beliefs. Escape from this mental prison so many of us are caught in. Believe in your ability to be the powerful, eternal creator that you really are.

5.5 Key Attributes for Successful Entrepreneurs the coming 10 years



Based on a 2013 Gallup research in USA only 13 % of People loved their work .This means frustration , waste of lives and lower productivity (recent study talks about more than 500 billion USD) . Not having

statistical data but having lived in 6 countries and travelled the world I believe the rest of the world could be in a similar situation.

Passion is the number 1 attribute to succeed .

Steve Jobs said : "The only way to be truly satisfied is to do what you believe is great work .

The only way to do great work is to love what you do (passion).If you have not found it yet keep looking .Do not settle ."

Passion is the answer to the question what would you be/do/have if you had 1 billion USD? Moreover if Passion is linked to a Big Purpose the result will be positive impact to the community and the world .

So what are other key attributes that will enable passion for something to become reality ?

Although without Passion nothing big can be achieved, passion needs a few other enablers to achieve big outcomes .

1. Being Curious and open minded

In a world where new technologies (Artificial Intelligence , Crowdsourcing , Robotics & Drones , Big Data & Data Analytics , Sensors , mobile , Social Networking , Digital Encryption & Currencies , 3D printing , Genetics ,) are growing exponentially without curiosity and open mindedness it is impossible to grasp and understand new creative ideas and changes around you and your business. Being open minded helps you to learn from successful others, evaluate the situation and adjust the course of action in a way that will deliver results .

2. Self Belief

Being passionate for something without believing in yourself cannot create anything. Putting your attention/energy in "what" you want to achieve and believe in the outcome is prerequisite for any positive entrepreneurial endeavour. A very important detail within this mind set is that the attention on the "what" should be done in a way of no tension/no

stress. This means we do our best and as we cannot control the universe we believe in ourselves and the outcome.

3. Flexibility and Collaboration

With the world changing so fast:

- e.g. from 2014 (2 billion people on Line) to 2020 estimated 5 billion on line) >>> what innovations (these extra 3 billion people will bring) ?
- exponentially growing new technologies (see above)
- Open Innovation platforms/communities/crowd sourcing create daily innovations and disruptions
- Collaborative mind set and the need to lead and create positive company culture as key ingredient for success

We need to be flexible, collaborative and adaptive to be successful within the ecosystem. Without flexibility we will not be able to cope with the massive and frequent changes. So “Flexibility which is the key to Longevity” it should be together with collaborative mind set key ingredients of our entrepreneurial DNA .

4. Learner

With technologies, business models and markets changing so fast we need to be able to learn and understand the basics of what new technology and changes means for the business ecosystem :

- How can we leverage changes or third party assets for our business?
- What do we need to adopt and what not?
- How can I build a business with the new exponentially growing technologies or new business models?
- How can I combine new technologies and people to create something revolutionary and differentiating?
- How can I uplift myself with the new technologies

It is not about understanding the technological details. It is about understanding what it means for our business. So the attribute of learning daily and being able to understand and decide what to do is vital .

5. Practice , Practice , Practice

This is obvious and super key to be called entrepreneur. “Entrepreneurs Do to Learn “. So for aspiring entrepreneurs learning is starting mainly but not only from doing. At the same time in the technology business with all rapid changes that will accelerate I do believe that the entrepreneurs need to devote more time on learning before doing.

Your comments will be very much appreciated. Thank you

Enjoy your passions !

Mike Mastrogiannis

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