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*You Can't Get Pinned When You're on Top*

## **Wrestling with Greatness Podcast**

Action Plan Episode #31

Luis Congdon

**Today I bring you Luis Congdon. Luis is a relationship and networking expert. And he's an amazing entrepreneur. Luis has built a growing empire of a network that includes some of the biggest names in the various industries that he works. His Podcast Exchange private Facebook Group has become a community where I go to get advice and network with other podcasters. Learn how you can grow your network and get more of what you want in life through helping others get what they want.**

### **On networking:**

Networking is about bringing value. How can you bring value to another person's world? Luis demonstrated the power of bringing value by first helping me. He has introduced me to three people that he believed would be good connections for me. All three have been great. Two have interviewed me on THEIR podcast (therefore growing my audience). After experiencing the value that he brought me, I knew that he would bring you, the listener, value so I invited him to be on my show (helping him grow HIS audience). As Chevy Chase's character said in Happy Gilmore, *"It's circular. It's like a carousel. You pay the quarter, you get on the horse, it goes up and down, and AROUND. It's circular. Circle, with the music, the flow. All good things."* Something like that...

### **On failure...**

He shares a story of learning through wrestling. His first year, he lost a LOT. He decided to have the mindset of "Something had to change otherwise I was always going to be the loser so I started to change my mindset to 'I never lose. I always win as long as I learn something. And as long as I step on the mat I'm always going to learn something.'"

"The biggest thing about wrestling is that you never lose as long as you show up."

**About Wealth:**

Money isn't the answer to your problems. It can be a downpayment but it is not the solution. Money amplifies. If you don't have your values in the right place and if you have bad habits, money will amplify them and bad things can happen. If your values are in the right place and you have good habits, money will amplify those into more good.

**One action to take today:**

Hollywood superstar Hugh Jackman was asked what was the one thing that he could most attribute his success to. He said meditation. He meditates 20 minutes a day.

**Recommended book:**

How to Win Friends and Influence People *by Dale Carnegie*

Conscious Loving *by Dr. and Kathlyn Hendricks*

**Website:**

<http://www.thrivinglaunch.com/>

<http://www.lastingloveconnection.com/>

<https://twitter.com/wholesomeunion>