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# A GIFT FROM THE SAN ANTONIO PROFESSIONAL COACHES

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*This month's technique*

## **MasterMind Groups**

*Tips for Working ON  
Your Business... Not Just IN It*

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There is a synergy of energy, commitment, and excitement that participants bring to a MasterMind Group. The beauty of MasterMind Groups is that participants raise the bar by challenging each other to create and implement goals, brainstorm ideas, and support each other with total honesty, respect and compassion. MasterMind participants act as catalysts for growth while being supportive colleagues.

Napoleon Hill, of **Think and Grow Rich** fame, wrote *"Master Minding is the coordination of knowledge and effort of two or more people, who work toward a definite purpose, in the spirit of harmony. No two minds ever come together without thereby creating a third, invisible intangible force, which may be likened to a third mind."* Hill first learned of the concept from Andrew Carnegie, but realized its true potential while witnessing Edison and Henry Ford use it so powerfully to create and dominate their industries.

In a MasterMind Group, the agenda belongs to the group, and each person's participation is key. Your team gives you feedback, helps you

brainstorm new possibilities, and sets up accountability structures that keep you focused and on track. You create an additional community of supportive colleagues who will brainstorm together to move the group to new heights. You'll gain tremendous insights, which can improve your business and personal life. Your MasterMind Group is like having an objective board of advisors.

The best MasterMind Groups have seven qualities:

- ◆ Powerful motivation
- ◆ Success in a particular field or role
- ◆ Openness to different perspectives and feedback
- ◆ Positive outlook/optimistic
- ◆ Commitment to each other and the Group itself
- ◆ High level of trust
- ◆ Like to have fun and be challenged.

**In other words,  
it's about sharing success  
with others**



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