

From Broke to Six Figures

**Steps to Success
in Business and Life**



Francis P. "Frank" Lehane

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CHAPTER 1

Is Fear Blocking *Your* Success?

When I was growing up, those closest to me always vocalized their doubts about my intelligence, about my capabilities, and especially about my motives for doing anything. Because of this, I developed the idea that I needed to know everything and know it like an expert, which made me a good conversationalist on many topics.

For as long as I can remember, I've liked to talk, especially if it's about food or airplanes or anything French. Corner me and my foodie sister Diane together, and you'll hear hours of great eating and cooking how-tos. Get another airplane enthusiast together with me in a room, and it's all about the history of flight, from Da Vinci to the space plane. French? Connect me up with a native Francophone, and you'll think you're in a François Truffaut movie.

I have always been comfortable and talkative in familiar settings. But put me in an unfamiliar setting, and I freak out on the inside. Challenge me to engage a stranger, and I become speechless. Not at all confident or courageous. Introverted to the max.

Throughout my life, I struggled with a fear of asking questions of people who I thought might be smarter or more gifted or successful than me. Years into adulthood, I realized my pride and ego played a big part in fostering this fear.

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One day, when I shared my fear of starting meaningful conversations with people I don't know and how this fear had stopped me from succeeding for years, a high-powered Fortune 500 attorney friend of mine, Bo Segers, offered me a gem.

Bo said, "People are afraid to talk to people because they fear what people will say to them. They blow it all out of proportion. If you have this fear, relax. Take a tally of the worst things anyone has ever said to you. You might be surprised to learn that these worst things really weren't so bad after all."

Bo went on, "Frank, you take what people say to you, good or bad, too personally. You've programmed yourself to believe that what people say to you is *all about you*."

Bo reminded me that when I ask people questions, their feedback is *not* about me, the asker! Wow, what a concept! For years I was stopped because I believed that people's feedback meant something about me! Me! My goals. My results. My agenda. Me! My! Mine! Crazy, huh?


So I started asking people about themselves. Nothing scary about that. I would only talk about myself if they asked me, "Hey, what do you do?" And even then I had to be on my guard so I wouldn't get back into my old mindset of "me, my, mine."



Now that you've learned how to ask people about themselves in order to get rid of fear, learn how *not* to talk to them in [chapter 2](#).

 The Frank Spotlight

On Overcoming Fear

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