

# "A Curious Mind...the Secret to a Bigger Life"

By Brian Grazer

Monday, December 30, 2019

- Your "2020 Mannatech Planners" have shipped. Will take orders through Jan 31. Updates on "Social, Mobile, Global!"  
<https://www.mannatrain.net/new-2020-planner.html>
- Give the Gift of Beauty and Sleep Promotion – Flyer in the library
- Mannapalooza – Live from Chicago; Watch parties in Dallas and Vancouver or your computer – January 11<sup>th</sup>. See flyer in the library or watch this video  
<https://library.mannatech.com/11432>
- End of the BP this week. Hard Close on January 2<sup>nd</sup> but last day to do automatic orders is December 31<sup>st</sup>

Book written by Brian Grazer and Charles Fishman

Brian is a movie and TV producer who was on his way to law school...

Goal of this Book: *"I want to show you how valuable curiosity can be, and remind you how much fun it is. I want to show you how I use it, and how you can use it. I want to start a conversation in the wider world about why such an important quality is so little valued, taught and cultivated today."*

*"Life isn't about finding the answers, it's about asking the questions."*

*"Curiosity creates interest. It can also create excitement. Curiosity is what creates empathy. To care about someone, you have to wonder about them."*

1. There is No cure for curiosity.

"The cure for boredom is curiosity. There is no cure for curiosity." Dorothy Parker

a. As a young man, curiosity was part of the way Brian approached the world every day. *"Many of the best things that have happened in my life are a result of curiosity."*

b. He was enrolled to start law school and due to overhearing a conversation and an opening as a clerk at Warner Brothers, never ended up in law school.

c. *"Curiosity was more than just a quality of my personality. It was a secret weapon. Good for getting picked for the team - it would turn out to be good for becoming captain of the team - and even getting the girls."*

2. Curiosity has a potent behind the scenes power that is mostly overlooked.

- a. Building relationships..."How was your day? "How are you feeling?" Of course, you have to be interested in the answers!
- b. Can be simultaneously urgent and trivial. "Who shot JR? Once answered the question itself deflates.
- c. Its presence or absence proves to be the magic in a whole range of surprising situations such as networking!
  - 1) If you are bored at a business outing, curiosity can save you.
  - 2) If you are bored with your career, curiosity can rescue you.
  - 3) If you are feeling uncreative, or unmotivated, curiosity can be the cure.
  - 4) It can help you use anger or frustration constructively.
  - 5) It can give you courage.
  - 6) It can enrich your whole sense of security, confidence and well-being.

3. For curiosity to be effective, curiosity has to be harnessed to at least two other traits:

- a) The ability to pay attention to the answers to your questions - absorb what you are curious about.
- b) Willingness to act. Curiosity inspired the thinking to go to the moon...but clearly it needed millions of dollars, determination to overcome failures along the way to make it a reality.

4. Areas we see "curiosity" challenged in our lives

- a. Children are always inquisitive
  - 1) We respond by asserting authority and brushing the endless questions aside.
  - 2) Or even worse, saying "curiosity kills the cat."
  - 3) How threatening is curiosity?
- b. The Bible
  - 1) Story of the serpent in the garden. Was not Eve curious about the Tree of good and evil? The story does not end well!
- c. *"Curiosity still gets no respect. We live in an era in which, if you're willing to squint, all of human knowledge is accessible on a smartphone, but the bias against curiosity still infuses our culture."*
  - 1) Check out classrooms: questions are inconvenient and disruptive to the orderly running of the class.
  - 2) Office clerks, hospital nurse, bank teller, etc. ...curiosity is unwelcome if not insubordinate.

5. Reality, curiosity is itself a form of power and a form of courage.
  - a. Curiosity is a great tool for improving your own life and happiness...your ability to win a great job or a great spouse.
  - b. It is key to the things we value the most in the modern world: independence, self-determination, self-government, self-improvement. It is the pathway to freedom itself.
  - c. We should all make it a part of our routine.

6. Don't spend more time with the kinds of people we already have in...
  - a. Who are we approaching?
  - b. Where are we having "curiosity" conversations?.
    - (1) Find out what makes people "tick."
    - (2) See if you can connect a person's attitude and personality with what their work, their challenges and accomplishments.
  - c. Curiosity works the same way for all of us - if we use it well.

7. Like Brian, you can use curiosity
  - (1) as a management tool
  - (2) to help you become more outgoing
  - (3) to power your self-confidence
  - (4) to avoid getting in a rut
  - (5) to manage your own worries
  - (6) to tell stories

#### Storytelling

"Human minds yield helplessly to the suction of story." Jonathan Gottschall *"Curiosity is the engine that provides the momentum of good storytelling."*

8. We are all trapped in our own way of thinking, trapped in our own way of relating to people.
  - a. We can use curiosity every day to see the world through other peoples' eyes.
  - b. Long term benefit: a network of information and contacts and relationships for each of us.
  - c. Being able to imagine the perspective of others is also a critical strategic tool for managing reality.  
Successful business people imagine themselves in their customers shoes.  
Being curious and asking questions creates engagement.

9. "Curiosity will conquer fear even more than bravery will; indeed, it has led many people into dangers which mere physical courage would shudder away from, for hunger and love and curiosity are the great impelling forces of life." James Stephens

a. *"I use curiosity to beat the "no," I use curiosity to figure out how to get to "yes."*

*It can conquer your fear, it gives you power, it can give you the courage to be adventurous and ambitious."*

You get comfortable with being uncomfortable.

b. "Connection gives meaning to our lives. Connection is why we're here."  
Brene Brown

***"Can you really have sincerity, or compassion or trust without curiosity? I don't think so." Brian Grazer***