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Rohn message of motivation rings through ONU

By Kim Chievruue, Journal writer

Jim Rohn has delivered his inspirational message all over the world: Singapore, Japan, Australia ... and now, Kankakee.

A guest of Kankakee Valley CAN DO!, a philanthropic organization that brings motivational speakers here to better the community and its people, Rohn appeared only slightly jet-lagged when his speech began Thursday afternoon at Olivet Nazarene University.

By the time he finished his business seminar address about four hours later, Rohn's folksy charm was in high gear and the audience was enthusiastically laughing, applauding and scribbling notes.

Rohn, who in some ways resembles a more keen-eyed Johnny Carson, said upfront that his message was intended only for those who wanted to be successful. He quoted the Bible: "He who wishes to be ignorant, let him be."

"I didn't always feel this way," he said. "I used to think, I'll make them successful if it kills me." He paused for comic emphasis, then whined emphatically, "I almost DIED."

Rohn, who grew up on a farm in Idaho and is now an international entrepreneur, has been inspiring audiences for 34 years. A college drop-out, he said he had been broke at 25 and a millionaire at 30, a change in fortune brought about by the same advice he now conveys.

Speaking engagements, such as Thursday's seminars (a second seminar, on personal development, began that evening) now constitute his "most flourishing business," he said.

Judging by its applause and attentiveness, the response from the few hundred people who paid \$75 each to attend this seminar was positive. "I like you. Treat me right, and I might take you with me as my traveling audience," Rohn said.

Rohn instructed the audience to take notes, pausing many times to leave time to record a particularly important thought. His underlying principle — success is something you attract by the person you become. He went on to detail how each listener could become the kind of person who could attract success.

Rohn compared the cycles of events in a human life to the seasons of nature:

Learn how to handle the disappointments of winter; let adversity make you stronger, wiser and better.

Take advantage of the opportunity presented by the spring, and hurry, because no one has an unlimited number of springs.

During the long summer, feed and protect your ideas like a mother would, and fight against your enemies like a father would; and don't fail to recognize that your fiercest enemy might be within you, in the form of self-doubt.

Realize in the autumn that you will reap what you have sown. If it's not something great, don't complain; if it is something great, don't apologize.

He also encouraged the audience to nurture the different aspects of themselves: physical, spiritual and mental.

"Take care of your body," he advised. "Some people don't DO well because they don't FEEL well. Don't neglect the study and practice of spiritual things. And feed your mind a balanced diet by reading a variety of books."

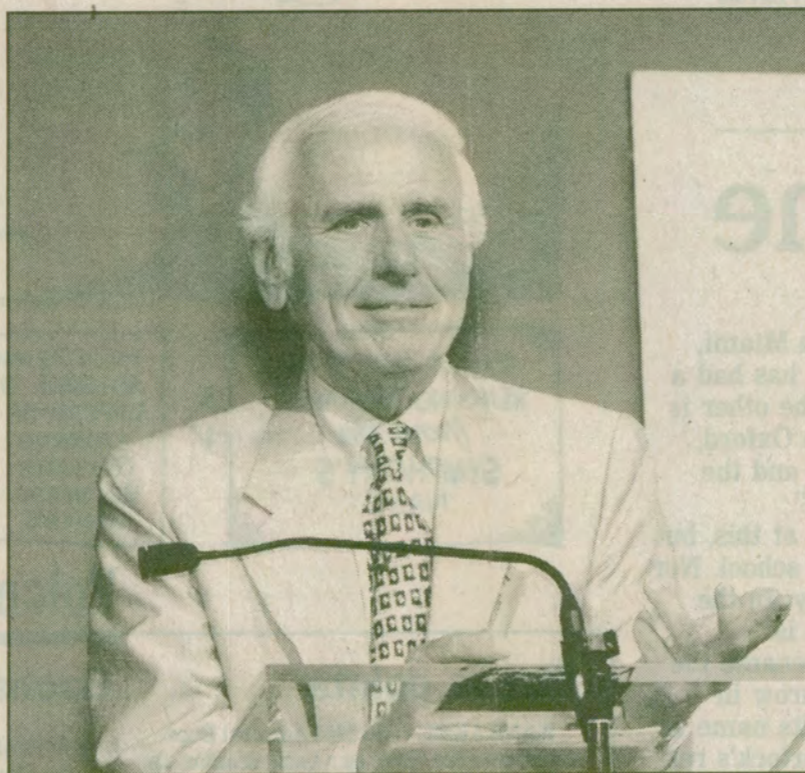
An avid reader, Rohn cautioned against reading "trash." "Some people say, you might find something good in a bad book. Well, you might find a crust of bread in a garbage can. But if you go rummaging through a garbage can ... it doesn't look right."

Rohn quoted a variety of sources, from St. John to Elton John. He hammered on the power of well-developed communication skills and the importance of time management.

"The best-kept secret of the rich is how they manage their time," he said. "It's not the hours you put in, it's what you put in the hours." Keep lists of goals, he advised, and review those lists. Make plans. Know what's worthy of your time and what's not. Concentrate, and take your job seriously.

What can you do about that overwhelming feeling that there's no way you can manage your increasingly complex life? "We all have doubt, and we all have worry and shyness. But you can overcome it. You can drive it into a small corner where it doesn't affect your life," he said.

Rohn talked about leadership skills that will be required for the coming millennium, which he described as a time of "unprecedented opportunity and keen competition."



Journal/Dennis R. Reavis

Jim Rohn gestures to the crowd while speaking Thursday at Olivet Nazarene University.

Business seminar brings inspiration to audience

By Kim Chievruue
Journal writer

Melody Vilt, employee benefits coordinator for the County of Kankakee, was given a ticket to the Jim Rohn business seminar by one of the supervisors in her office building.

"I wasn't really familiar with Rohn," she said. "I hadn't read his books or heard his tapes."

Friday morning, Ms. Vilt said the seminar experience had delivered just what she had hoped it would. "I wasn't surprised or disappointed," she said.

Had she taken to heart some of what she heard? "I will definitely work on a list of goals, and I'll read some of the books he suggested," she said.

The books Rohn recommended to his audiences include: The Bible; "Think and Grow Rich," by Napoleon Hill; "The Wealthy Barber," by David Chilton; and "The Richest Man in

Babylon," by George Clason; a book which Rohn said he had recommended to more than 3 million people.

Not all of Ms. Vilt's fellow audience members were as impressed as she was with the seminars, she said.

"Some men didn't seem to be as accepting of Rohn as the women were," she noted. "One man said he felt like Rohn was bragging a little too much about being a millionaire. But that didn't cross my mind at all."

Another man who heard Rohn speak said he had "heard it all before."

Rohn himself would have had the perfect rebuttal to this criticism. At Thursday afternoon's seminar, he said. "You have to be eager to learn, no matter what you already know. Those of us in the Millionaire's Club occasionally invite billionaires to speak to us. And those billionaires say, 'Come ON, you've got to get GOING!'"

Speaker: Learning 'beginning of wealth'

By Phil Angelo
Managing editor

If your life consists of 2,000 doughnuts and two books, it's time to alter the equation.

That's one of the many pieces of advice from professional motivational speaker Jim Rohn, who was in town Thursday to speak to audiences as part of the Kankakee County CAN DO! program. More than 550 people gathered at Olivet Nazarene University's Chalfant Hall for a three-hour evening program.

It was time that rapidly flew by, as Rohn dropped tidbit after tidbit in a smooth presentation.

Among other things, he laid in a pretty good push for reading more.

"Books," he said, "are bread for the head."

He throws trashy novels away, but keeps the classics.

"All the leaders," he said, "are readers."

He noted that only 3 percent of American adults have library cards, yet "learning is the beginning of wealth." Rarely does a good idea interrupt you. It is, more likely, a question of finding one. To keep track of good ideas, and to reinforce the idea of books, he recommends that people keep personal journals to jot down good ideas.

'Have plans for yourself, because no one else will.'

"Motivation," he said, "is good, but education comes first." He said he argues that point frequently with another motivational speaker, Zig Zigler.

Education helps separate us from the animals, Rohn said. "What is a fine wine or a beautiful sunset to a savage?" he asked. Basically, you have to know where you are going before you start moving.

"If you're an idiot, and highly motivated," he said, "you'll just get to a disaster quicker."

Even after wisdom, though, people still have to work. Wealth, he said, "comes from ideas put to sweat."

He also advised individuals to keep a clear eye out for results.

"Success is a numbers game," he said. He advised people to ask themselves three questions:

- How much money have you saved and invested in the last six years?
- How many books have you read in the last 90 days?
- How many classes have you taken in the last six months?

If the answer is zero, assume you are going nowhere fast. "Have plans for yourself," Rohn said, "because no one else will." He advises people to continually make lists of what needs to be done, keep lists and make a big deal of checking off accomplishments.

The lists can change, but the point is that goals should be real and measurable. One of his personal goals was to tour Spain. When his plane's wheels touched the ground at Madrid airport, he grandiosely pulled the list from his pocket and crossed his goal off.

He now regularly teaches teens that they can become millionaires by the time they are 40, "by 35 if they're good," and by 31, if, like him, they can find an exceptional opportunity.

He said there are three underlying reasons why anyone can become rich. "First, we live in America," he said. "No one says to themselves that if they can just get to Poland everything will be OK. No one is squeezing through the fence to get into Mexico. They don't build rafts to float to Cuba."

Secondly, he said, there is opportunity, lots of opportunity.

Finally, Rohn found a teacher willing to teach. At age 25, someone taught him that profits are better than wages.

He was broke at the time. "I had too much month left at the end of the money," he said.

"Wages are a way to earn a noble living," Rohn said. "Profits are an exciting way to make a fortune." Five percent of people retire in independence. The other 95 percent are dependent on the government and others.

He recommends that children own two bicycles — one to ride and one to rent.

Life, he said, is filled with basics. He brought up the old saying about simple health — an apple a day keeps the doctor away — and told the audience members that they can change their lives tomorrow. "We do not have to keep flying south (as migrating birds do)," he said, "we can change."

He advises people to remember others. He kept mailing postcards to his father. Just a postcard, so he would have something when he opened the mailbox each day.

Finally, there is both personal responsibility and help from above. "Promise yourself," he said, "that you will never give up."

Then, he added, "Ask for God's help."