



## **2016 MDRT Annual Meeting e-Handout Material**

**Title:** Turning Problems Into Possibilities – Building Resilience In Life & Work

**Speaker:** Apelles Poh, MFP, CFP

**Presentation Date:** Tuesday, June 14, 2016

**Presentation Time:** 10:00 - 11:30 a.m.

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325 West Touhy Ave.  
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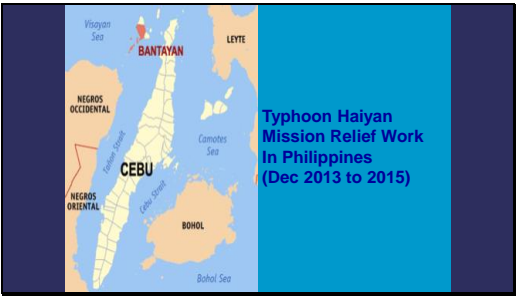
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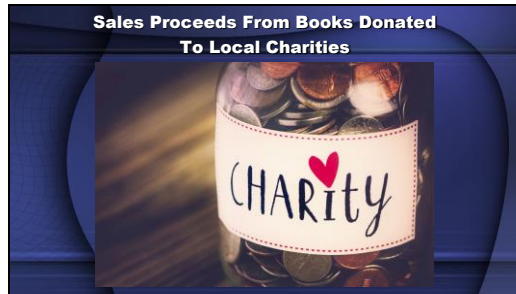
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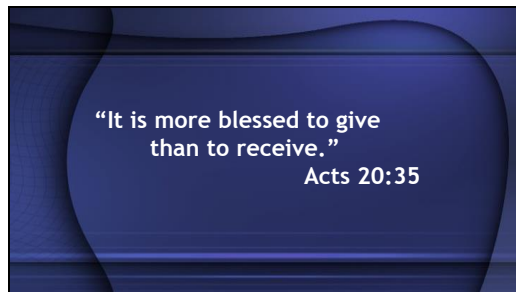
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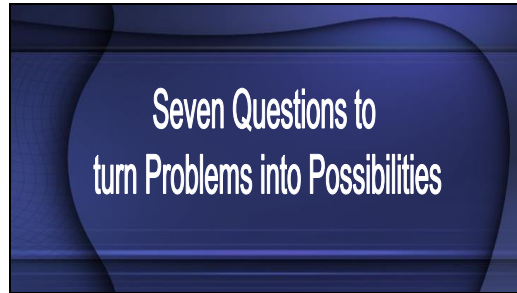
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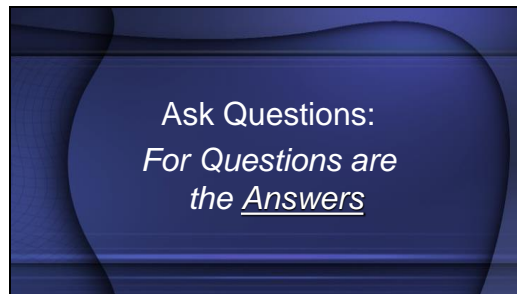
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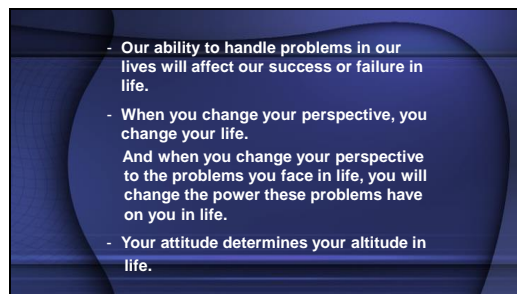
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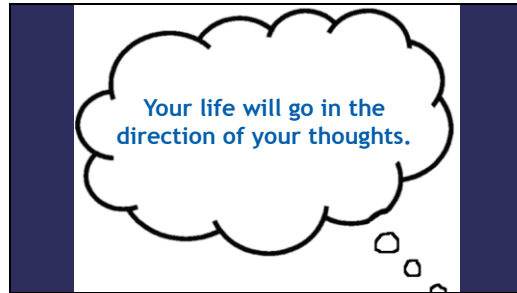
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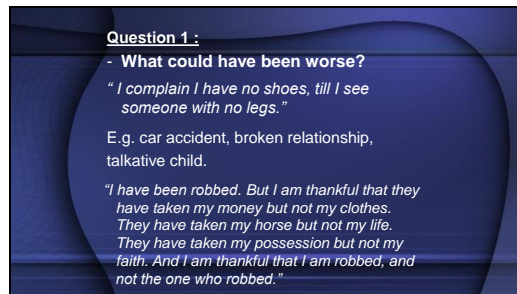
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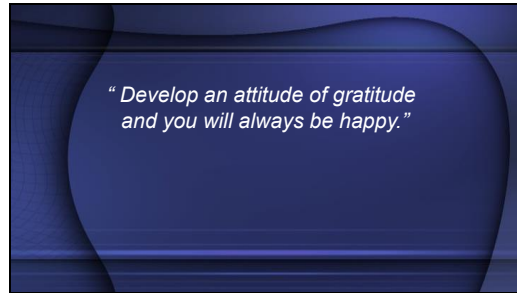
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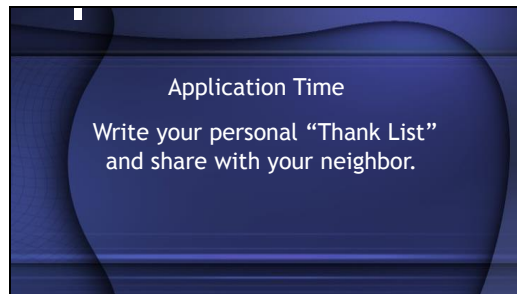
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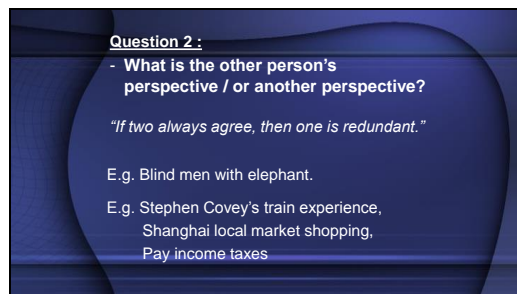
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**Question 3 :**  
- What would this problem be 1 year, 5 years from now?

*"Time can make a big problem into a small problem, a small problem into no problem."*

E.g. Exam, Rejection, Scuba Diver

E.g. "This too, shall pass!"

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**Question 4 :**  
- What good has come out of this?

*"The dirtiest of soils often produce the best flowers."*

*The Fertilizer Principle*

E.g. Retrenchment, Parking distance, Mother Teresa's flight delay

Quick Application : I love this problem / irritation / inconvenience because \_\_\_\_\_.

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An Inspiring story of the armless pianist – Liu Wei...



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Liu Wei lost his hands but he did not lose his heart.

Liu Wei lost his hands but he did not lose his passion.

His life is an inspiration to us not because of his circumstances but in spite of his circumstances.

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Slide 35

Application Time

Reflect on one or two “negative” things that happened in life or business and how eventually it turned out for good.

Share with your neighbor.

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Question 5 :

- What lessons can I learn from this?

*“There are no bad things in life, only lessons.”*

- E.g. My first business venture,  
Lessons from my mother.

*“Problems can make us bitter or better.  
Beware you can learn the wrong lessons!”*

- E.g. BGR

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**Question 6 :**

- What can I do to make this better the next time?

*"Insanity is to keep doing the same things and expecting different results."*  
Thomas Edison

E.g. Failure is feedback to help us succeed.  
My Learning Book.

E.g. Change keys to improve relationships.

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**Question 7 :**

- What resources can I find to bear on this?

Problems and challenges are opportunities to help us connect to resources bigger and stronger than us.

*"TEAM – Together Each Achieve More"*

*"A burden shared, is a burden halved.  
A joy shared, is a joy doubled."*

- E.g. Pray to God, talk to a friend, counsel from a mentor, learn from a book.

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Application Time

Share how coaching / mentoring / learning from a book has helped you grow in your business.

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Slide 41

An inspiring story

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Slide 42

When You Believe

- There can be miracles, when you believe
- Though hope is frail, it's hard to kill
- Who knows what miracles you can achieve
- When you believe, somehow you will
- You will when you believe

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**The 7 Questions :**

- 1) What could have been worse?
- 2) What is the other person's / or another perspective?
- 3) What would this problem be 1 year, 5 years from now?
- 4) What good has come out of this?
- 5) What lessons can I learn from this?
- 6) What can I do to make this better the next time?
- 7) What resources can I find to bear on this?

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**Bring It Back Home**

Write down 1 to 3 take-aways that you want to apply in your life / business.

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