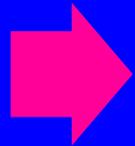




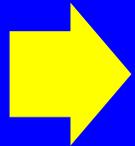
***IDRIVE***

***2022 NATIONAL CONFERENCE***

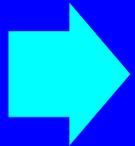
**Bull Market**



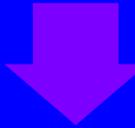
**Digital  
Currency**



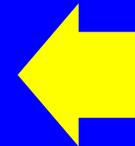
**Inflation**



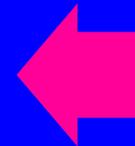
**Interest  
Rates**



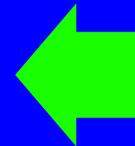
**Tom Brady**



**Recession**



**Ukraine**



**Fuel Prices**







# **VINCE'S READING LIST**

**2,000 hours condensed into 15 minutes**

- **Black Swan, Nassim Taleb**
- **Blink, Malcolm Gladwell**
- **Daring Greatly, Brene Brown**
- **David And Goliath, Malcolm Gladwell**
- **Drive, Daniel Pink**
- **Good to Great, Jim Collins**
- **Grit, Angela Duckworth**
- **How to Win Friends & Influence Others, Dale Carnegie**
- **Illusions, Richard Bach**
- **In Search of Excellence, Thomas Peters, Robert Waterman**
- **Jack: Straight from the Gut, Jack Welch**
- **Leaders Eat Last, Simon Sinek**
- **One Minute Manager, Ken Blanchard and Spencer Johnson**
- **Outliers, Malcolm Gladwell**
- **Predictably Irrational, Dan Ariely**
- **Pyramid of Success, John Wooden**
- **Resonate, Nancy Duarte**
- **Risking, David Viscott**
- **Start with Why, Simon Sinek**
- **Steve Jobs, Walter Isaacson**
- **Strategic Selling, Robert Miller, Stephen Heiman**
- **The E Business Myth, Michael Gerber**
- **The Five Love Languages, Gary Chapman**
- **The IBM Way, Buck Rodgers**
- **The Power of Introverts in a World That Can't Stop Talking, Susan Cain**
- **The Seven Habits of Highly Effective People, Stephen Covey**
- **The Splendid & The Vile, Erik Larson**
- **Thinking Fast & Slow, Daniel Kahneman**
- **Tipping Point, Malcolm Gladwell**
- **Why Employees Don't Do What They are Supposed to Do, Ferdinand Fournies**

# ***ATTRIBUTES OF SUCCESS***



**What inspires you?**

**What drives you?**

**WHY?**

# WHAT?

RPAG sells technology services to advisors



# HOW?

**RPAG members utilize our practice management platform to build scale and efficiency**



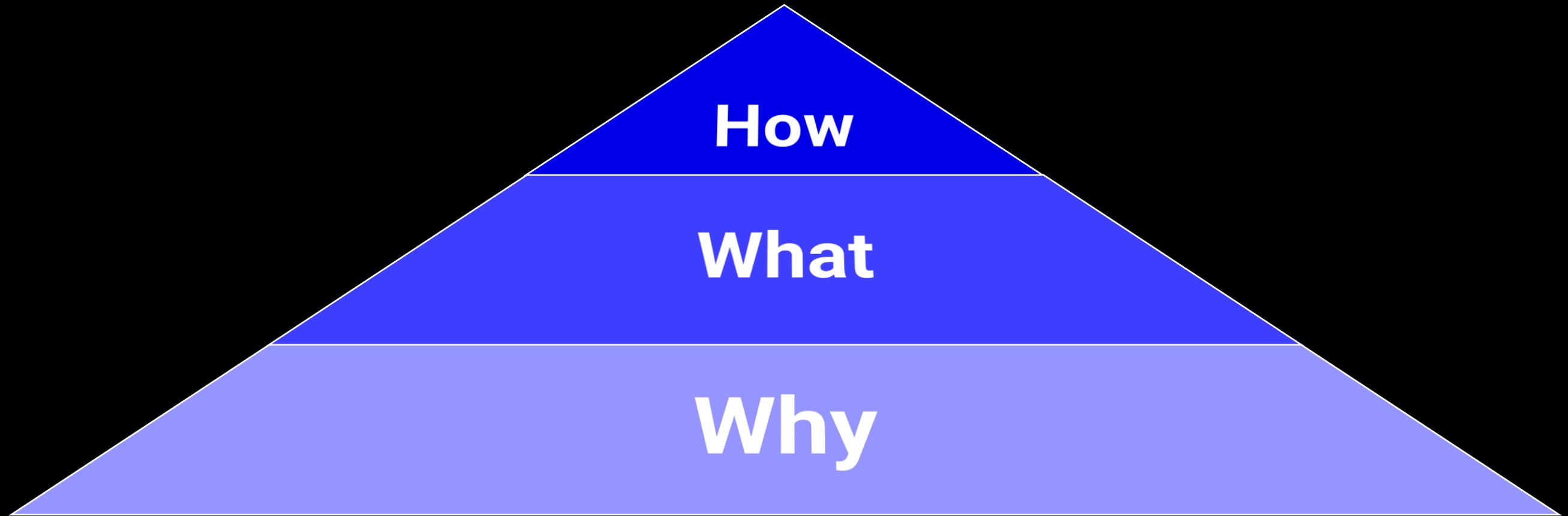
# WHY?

- 1. RPAG is a consulting firm that inspires our team members and member advisory firms to reach their highest potential.**
- 2. Integrity and transparency drive our actions and behavior.**
- 3. We are driven by excellence and innovation so that our members stay ahead of the changing retirement plan landscape.**
- 4. Our practice management platform and hands-on support allow advisors to create successful outcomes for their plan sponsor clients and participants.**

# WHY?

**RPAG is a consulting firm that inspires our team members and member advisory firms to reach their highest potential. Integrity and transparency drive our actions and behavior. We are driven by excellence and innovation so that our members stay ahead of the changing retirement plan landscape. Our practice management platform and hands-on support allow advisors to create successful outcomes for their plan sponsor clients and participants.**

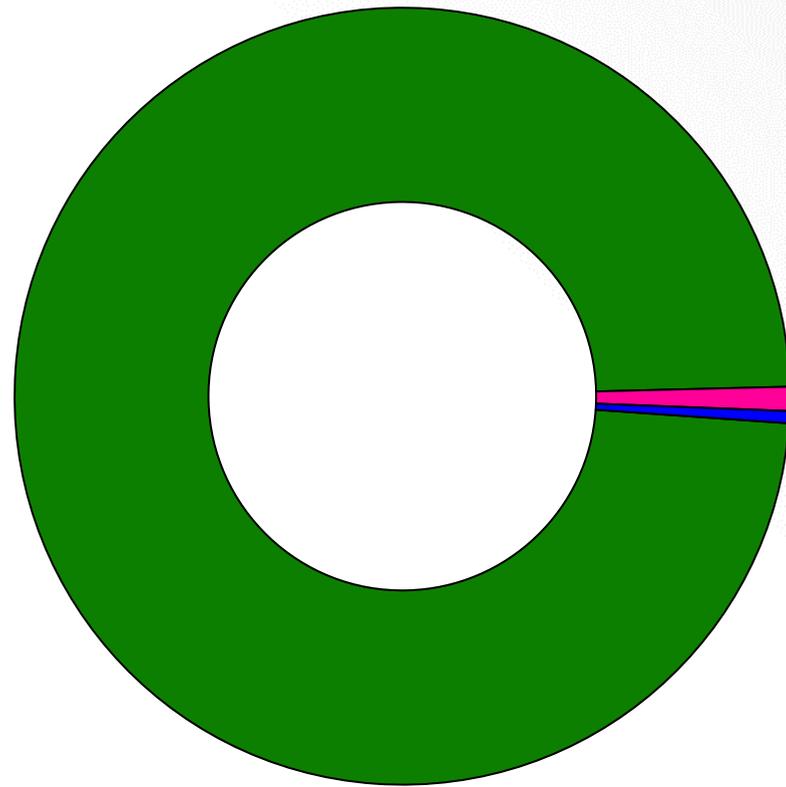
# *Start with Why* - Simon Sinek



***PEOPLE***



# ***FIND THE 0.5%***

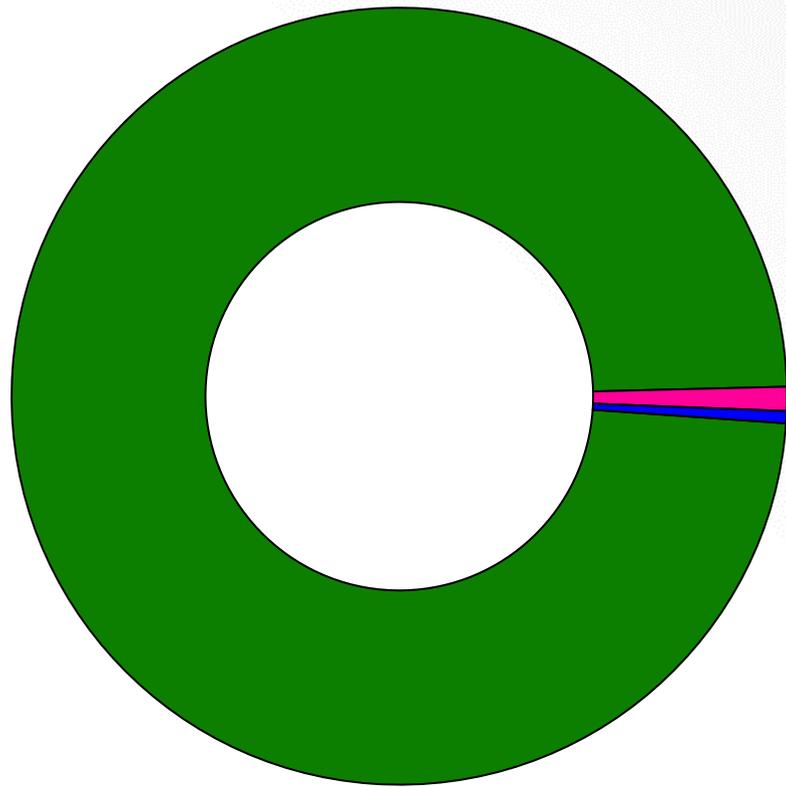


**98.5% - Don't care about your success or failure**

**1% - Want you to fail**

**0.5% - Embrace, support, inspire, nurture, enjoy, promote, and feel part of your success**

# ***FIND THE 0.5%***



**0.5% - At RPAG, WE embrace, support, inspire, nurture, enjoy, promote, and feel part of YOUR success.**

# CIRCLE OF SAFETY





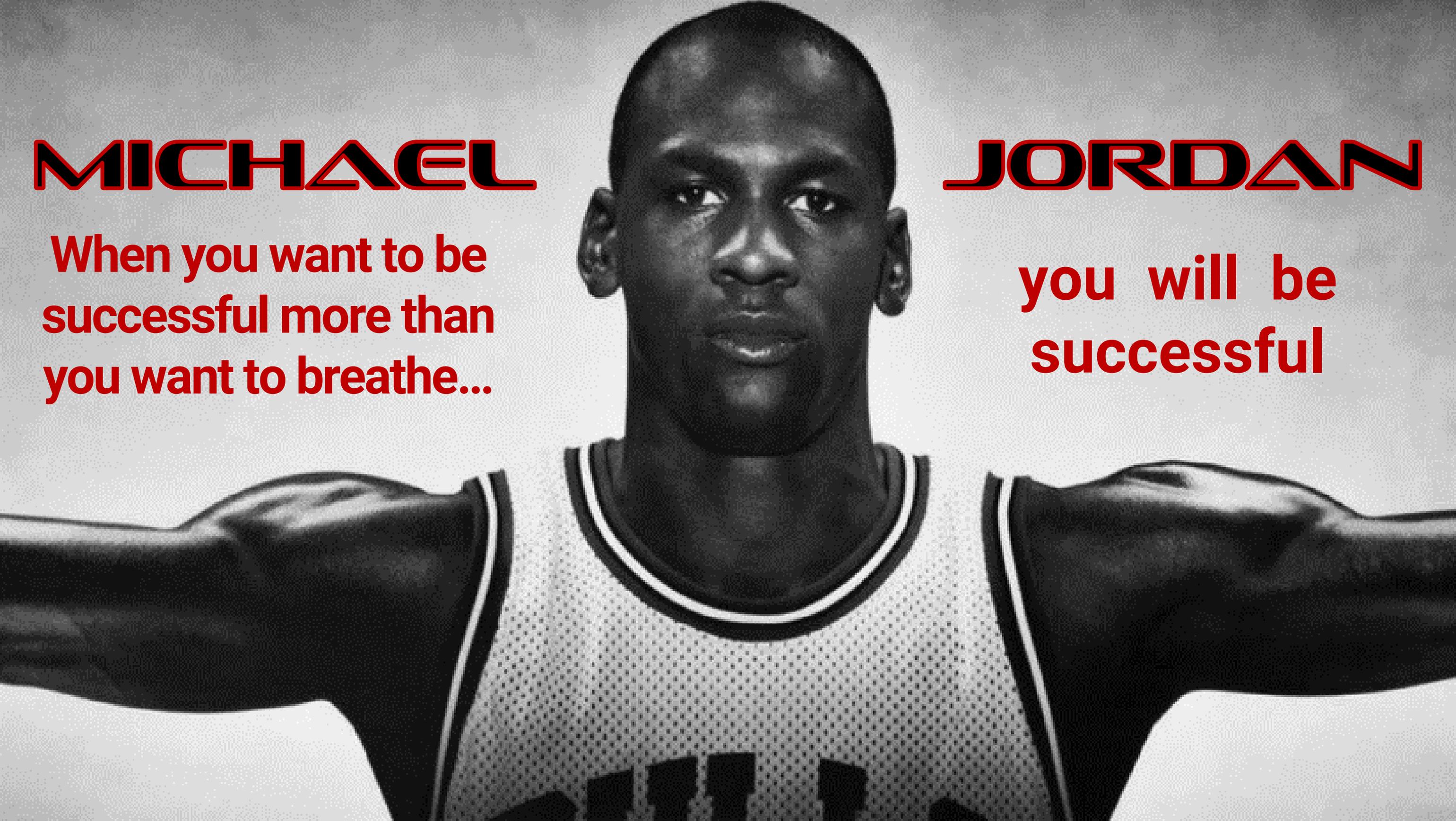
***RESILIENCE***



# ***THE RIGHT TIME TO START A BUSINESS***

---

- **2000 - Deep recession**
- **S&P 500 return**
  - **2000 -9.10%**
  - **2001 -11.89%**
  - **2002 - 22.10%**
- **No investment due diligence platform**
- **No benchmarking system**
- **No compliance resources**
- **No practice management portal**
- **No clients**

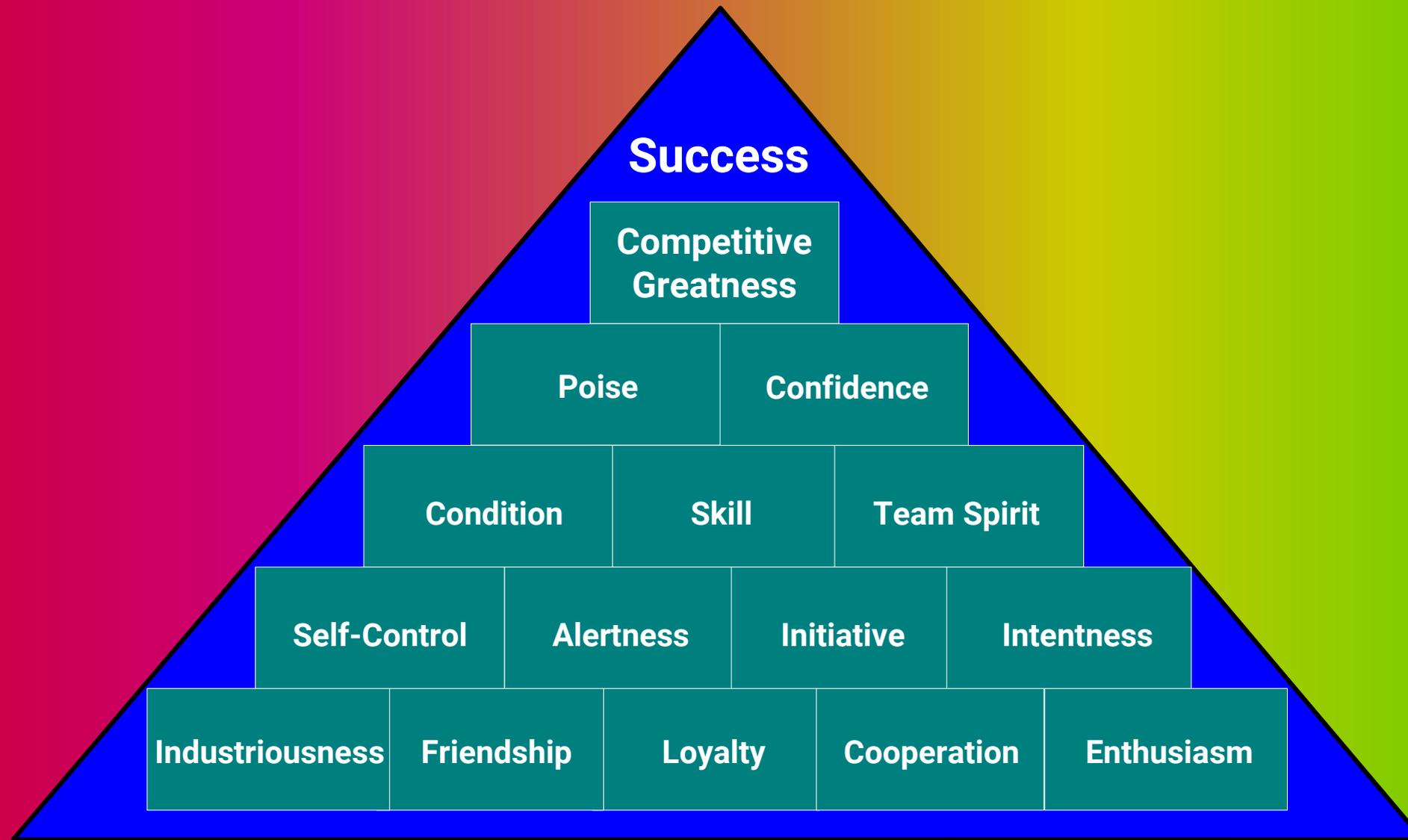
A black and white photograph of Michael Jordan, the legendary basketball player, wearing his iconic white Chicago Bulls jersey. He is looking directly at the camera with a serious expression. The jersey has the Bulls logo and the number 23 visible at the bottom. The background is a plain, light-colored wall.

**MICHAEL**

**When you want to be  
successful more than  
you want to breathe...**

**JORDAN**

**you will be  
successful**

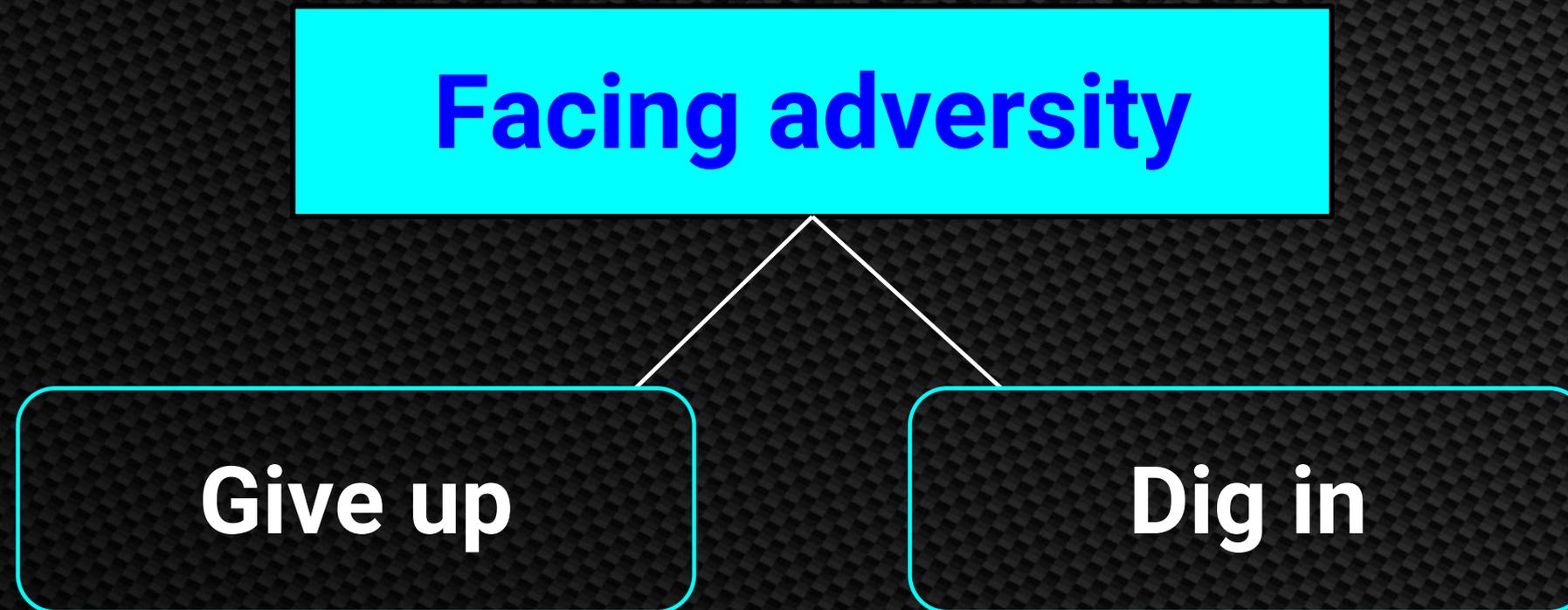


# THE PYRAMID OF SUCCESS



**CARRI**

# *Resilience – David & Goliath (Gladwell)*





# ROCKY BALBOA

- Success is never final.
- Failure isn't fatal.
- It's the courage to continue that counts.



– *Winston Churchill*

# ***PATH TO MASTERY***



# THE PATH TO MASTERY

<p><b>Stuck in the same place.</b></p>	<p><b>Most efficient path to success and mastery.</b></p>
<p><b>Boredom.</b></p> <p><b>No growth.</b></p>	<p><b>Constant change.</b></p> <p><b>Chaos.</b></p>

Observe, orient, decide, and act

Knee-jerk reaction to any idea

Unwilling

Willing



**I can win the  
World Series**

**I can win**

**I belong**

**I can survive**

**I'M JUST GLAD TO BE  
WEARING THE UNIFORM**

**I can win the  
World Series**

**I can win**

**I belong**

**I CAN SURVIVE**

**I'm just glad to be wearing the uniform**

I can win the  
World Series

I can win

**I BELONG**

I can survive

I'm just glad to be wearing the uniform

**I can win the  
World Series**

**I CAN WIN**

**I belong**

**I can survive**

**I'm just glad to be wearing the uniform**

# I CAN WIN THE WORLD SERIES

I can win

I belong

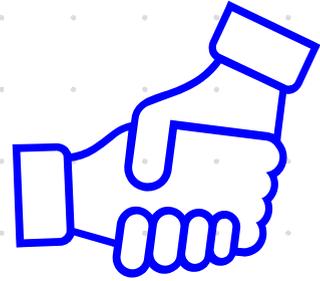
I can survive

I'm just glad to be wearing the uniform

***GRATITUDE***



# ***GRATITUDE***



**Humility**



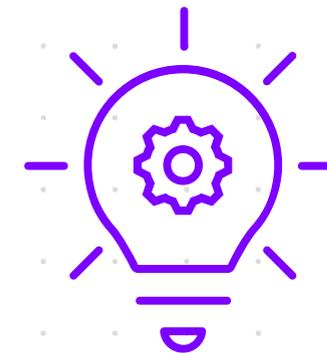
**Thinking about others**



**Appreciation**



**No expectation**



**Inspirational**

# *EXPRESSIONS OF GRATITUDE*

- Write/say one note/statement of gratitude/day for 100 days
- Creates an attitude that amplifies altitude
- Elevates oxytocin levels – bonding, connecting

# ***FUNDAMENTALS OF SUCCESS***

- **What's Your Why?**
- **People**
- **Resilience**
- **Path to Mastery**
- **Gratitude**



***CONCLUSION***





**WE SHALL NEVER,  
EVER, EVER GIVE UP!**





# PSA Flight 182





# RESILIENCE

Brett Walsh







***THANK YOU!***

