

5 SECRETS OF WORLD-CLASS PERFORMERS

HOW YOU CAN REACH THE
TOP 1% OF YOUR FIELD

KAREN FOO



ABOUT THE AUTHOR

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As a motivational speaker, Karen is actively involved in speaking at various conferences, expos and publicly-held events in Singapore and Malaysia. She has also been invited to speak to an audience of leaders from Brunei, China, Hong Kong, Laos, Vietnam, Indonesia and Myanmar.

Growing up as a victim of bullying for over 10 years and witnessing her family breaking apart, she has gone on to inspire thousands of youths, working executives and leaders of various companies with her stories.

Having also been an underdog in academics and speaking, she later went on to win numerous awards in public speaking contests and scholarships. She has inspired thousands to live their wildest dreams.

Having also won the title as the #1 youth trader in a nationwide Forex trading contest, she has spoken to traders, investors and working professionals to turn them into elite traders. As a financial trainer, she has shared the stage with some of the top investment gurus and CEOs of Singapore and is the contest judge for numerous public speaking contests held around Singapore, ranging from club level to the national level contests.

She is the co-author of a book, "Turning Ideas into Profit" written with 9 Asia's leading experts and professional speakers. Karen is also the contributing author of an investment book titled "Your Cash Moves" (foreword by Adam Khoo, Asia's Top Success Coach).

INTRODUCTION

Over the past few years as a motivational speaker, I've devoted tons of time to books and studying the best of the best.

Donald Trump, Michael Phelps, Tiger Woods, Warren Buffett or even Taylor Swift, who are regarded some of the top performers in the world in what they do.

After applying what they do, I went from the bottom of my class in academics to being featured as a top student in the newspaper within a short span of one year.

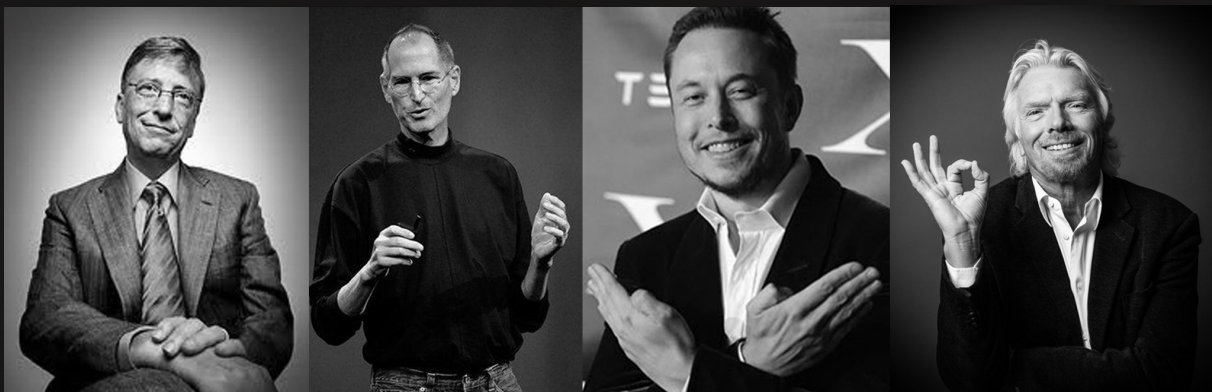
I went from a complete newbie in trading to the #1 youth trader in the nation within 3 years of getting into trading.

I was then ranked top 10 out of 3000 traders in over 30 countries one month later, most of which are 2 to 3 times my age.

I went from being the worst speaker in my class of 60 students to becoming a contest judge of a national public speaking contest within 3 years.

I went from being the most unfit student in my class (I was always running behind during P.E. lessons) to winning 3 medals from the National University of Singapore in swimming.

And I am not saying this to brag or to impress you. But to impress upon you that if you too apply the same principles of the world-class performers like I did, you can achieve massive results as well.



SECRET #1: BEING CRAZY ENOUGH TO BELIEVE IN THEIR DREAMS

When was the last time that you came across an incredibly successful celebrity, athlete or singer who wasn't called a weirdo or maniac?

Face it.

Being normal in this century means that you will get forgotten easily.
Being normal will only produce you normal results.

Results that majority of the population have.

Results that are mediocre or good. But they aren't out-of-the-world great.



Besides the fame and wealth, guess what they have in common?

They were all called CRAZY at some point of their lives. Their naysayers include parents, relatives, best friends and of course their fans. Not to mention the haters that they have.

You might not know this, but Taylor Swift did not become the biggest pop star in the world out of accident. If you think that luck or talent was on her side. You are wrong about that.

The truth is, she did some crazy things that no kid would have done back then. When she was 11 years old, she walked straight into the office of a recording company and said "Hi I'm Taylor, I'm 11 years old and I want a record deal. Call me alright?"

Of course, she did not get the deal immediately. So she came home from school every day and wrote songs while other kids are out partying and playing sports.

SECRET #1: BEING CRAZY ENOUGH TO BELIEVE IN THEIR DREAMS

While the rest of the aspiring celebrities are sitting back at home trying to make the perfect song or giving themselves excuses that they are too inexperienced, she went out and just took massive action.

Take a look around you. Anything that goes viral today has some crazy element in it. It has that element of being different from the crowd.

You probably get the point by now. Being crazy has to be part of you if you want to become the top 1% in your field.

Go ahead. Start writing that book even if no publisher wants to take it up. Start giving your first speech even if the whole world thinks that you are going to mess up big time. Submit that idea that nobody has ever proposed before. Speak your mind even if it is unpopular. Take your idol out for coffee.

You will never know what happens if you are crazy enough to believe in the beauty of your dreams. Sooner or later somebody will take notice and reward you for it.

Life is too short to live in the normal and boring side.

SECRET #2: THEY OUTWORK EVERYBODY ELSE

Most people think that the top performers in their field are just lucky.

If you really study their lives, you will realize a surprising finding. That luck really didn't play a part in their success.

The only luck that they have are that they are lucky enough to be able to adopt the insane work ethic that they have.

Take Michael Phelps for example. You might have thought that he is the top swimmer in the world because he has big hands and feet. Yes he does but that probably contributed to only less than 10% of his success.

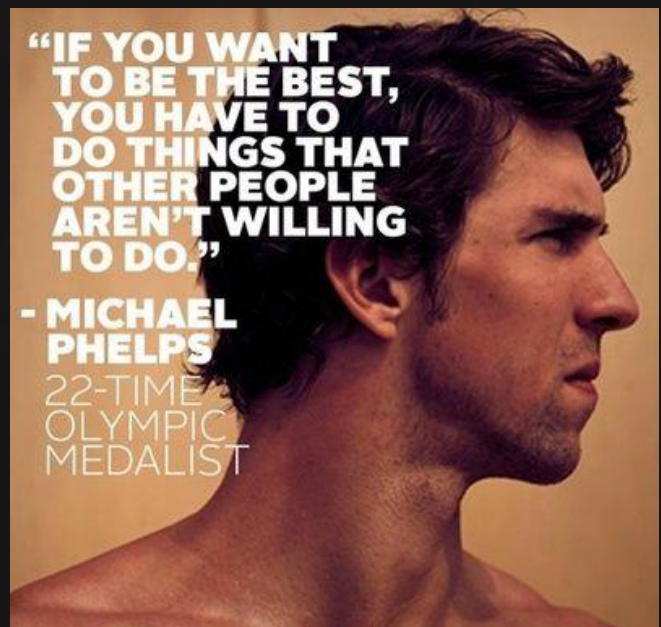
One time, the news interviewed his coach, Bob Bowman and asked him about what makes Michael #1 in the world. He said this,

"While everybody else is taking days off when they are sick, during Christmas, on their birthdays or New Year 's Day, Michael is at the pool working his ass off 365 days a year before the Beijing Olympics".

"There are no days off!"

That's what make him the top swimmer in the world. It seems effortless that he can swim so many events and destroy all his competition in every single stroke, dive and turn that he makes.

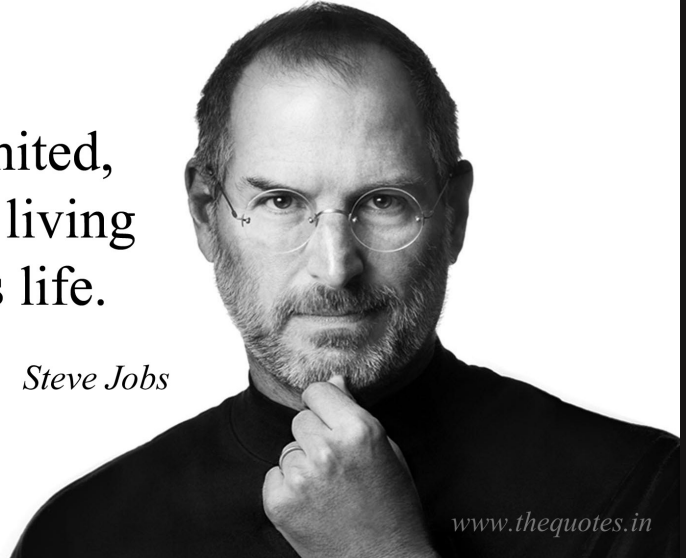
But what was happening behind the scenes and behind the gold medal moments is an insane amount of work ethic that nobody ever sees.



SECRET #3: THEY LIVE THEIR OWN LIVES

Your time is limited,
so don't waste it living
someone else's life.

Steve Jobs



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Take a moment and think about your friends, acquaintances, relatives or family members, are they world-class in what they do?

Chances are most of them are at most good at what they do but not world-class or internationally recognized for their work.

I'm not saying that there is something wrong with them. What I am saying is that most people are not achieving world-class results due to one terrifying reason. Being world-class in what you do would also mean that you will not be able to fit in to the crowd anymore. You will draw haters and naysayers and most people can't even handle that.

So most people would rather downplay their own potential just so that they can fit in to their group of friends.

I believe that this is not you especially if you are reading this book.

I used to hang out with friends who would rather party or have fun the whole day than to do things like attend success seminars and read books. To them, being serious about work means that you will be the weirdo among them. I had 2 choices, to pursue my dreams or to continue having fun with them so that I can fit in.

SECRET #3: THEY LIVE THEIR OWN LIVES

I chose to pursue my dreams. It was hard because all of a sudden I lost a ton of friends. They avoided me because I wasn't just like them anymore.

It was tough. But the good news is, I've also attracted people who are just as committed to their dreams into my life.

The point is, most of us tend to stick to our old group of friends even though we know deep down inside what is best for us.

To most people, the pain of not fitting in is so much more than the pain of not achieving their dreams.

That is why most people would rather play safe just so that they can be cool among their old group of friends.

They would even change themselves so that they can fit in to the crowd and conform.

I get bored even thinking about them. What is so exciting about being part of the crowd of mediocre people who lead mediocre lives?

I know what you are thinking. That you shouldn't be selfish and should be liberal enough to accept everybody as your friend.

But what I'm saying is that you are better off spending less time with them and devoting more energy to those whose values are aligned with yours.

If you study all the world-class performers, do you think that they will ever care about what their friends or what society thinks of them? Not a second.

This means that you are not going to let your gender, age, background, circumstances or sexual orientation define what you do or what you should not do.

We live in a world that puts people into boxes. A world that is black and white.

SECRET #3: THEY LIVE THEIR OWN LIVES

We live in a world where people are categorized, labelled and classified.

That is why we have so much arguments and bigotry in this world. People can't accept people who aren't in the same category as them.

And I can assure you. Fitting in to those so called norms will not make you any happier.

In fact, it will make you extremely miserable because you are living your life pretending to be somebody that you are not just so that you can be normal.

Believe me, I've lived those days where I pretended so much that I've forgotten who I am.

If you want to realize your true potential, you have to put down the mask that you have been wearing for so many years.

You are going to be your full authentic self regardless of what society think that you should or shouldn't do.

If they the world-class performers were so concerned about the opinion of others, they wouldn't be world-class in their field to begin with. We wouldn't even be talking about them now. And I wouldn't have enough examples to make my point in this book.

Take this quote from Robin Sharma, "You can either fit in or change the world, but you can't do both".

What is your decision going to be?

SECRET #4: THEY DO WHATEVER IT TAKES

I once had a seminar participant drop me an email, "Karen, I've been doing this for so long and nothing is working. I'm not getting any profits. I'm not doing this anymore".

I then asked him back "How long have you been doing it?"

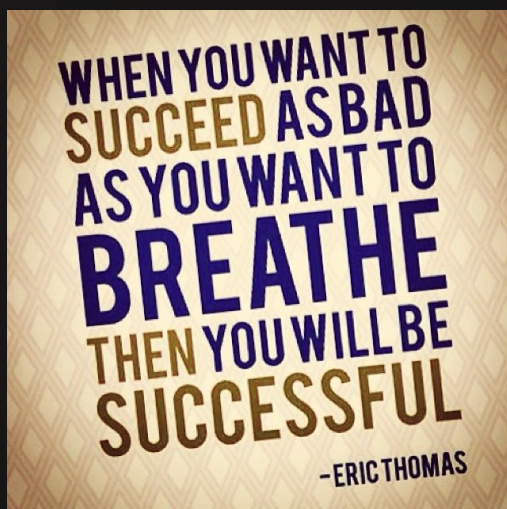
He proclaimed, "3 months".

Turns out that the participant attended one of my trading seminars. He has studied and traded for 3 months and it did not make him a millionaire yet. So he was thinking of quitting.

I was shocked when he told me that it only took him 3 months for him to give up.

It turns out that one of the top social media experts in the world, Gary Vaynerchuk received the same kind of email as well. It's just that he gave that participant a different kind of response. I prefer not to mention it here. He was really mad.

On the other hand, I've seen people using the same trading system that I use and managed to rake in at least 50% ROI consistently every month. And there are those who quit within a few months of starting.



Think about this, if anybody can become extremely great at what they do within 3 months, wouldn't everybody become a millionaire already?

Wouldn't everybody become a world-class phenomenon already?

It took me at least 2 years to finally produce results in my trading journey. It was only after tons of late nights of practice and refining my strategy.

SECRET #4: THEY DO WHATEVER IT TAKES

But it was well worth it because I was determined to make this work at all cost.

The world-class devoted at least 10,000 hours in their craft and most people are quitting in just a few months because they did not see progress.

And you are quitting after 3 months!?

Don't worry. You are not alone. Most people are quitters because they can't handle the pressure.

People give you all kinds of excuse for not achieving what they wanted to achieve. Excuses that sound so reasonable just to comfort themselves.

The truth is, they are just quitters and they can't handle it. Most people quit because they want instant success.

Most people quit because they don't want it bad enough.

Most people just quit because they aren't willing to do whatever it takes to make it work.

Which is why you will see more complainers around you than people who produce phenomenal work.

I've failed over and over again when I started speaking and trading, the only difference between me and the others is just that I wanted to succeed really bad that I will pick myself up every single time I fall flat on my face.

If you are not willing to do whatever it takes to achieve what you want, then you do not deserve your dreams. Because there is always somebody out there who is going to outwork, outlearn and out hustle you.

And if you try to compete with them by putting in half-hearted work, you are going to get crushed by them.

I'm no smarter or more talented than the traders who have 2 times my experience or have a PHD in finance, it is just that I outwork them.

SECRET #5: THEY LOVE WHAT THEY ARE DOING

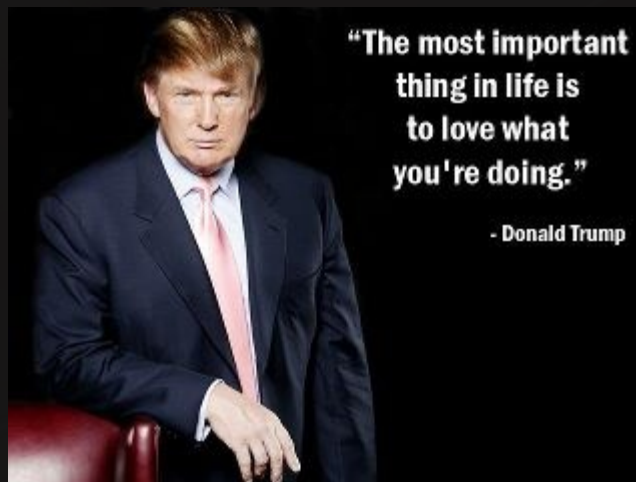
Ever found something that you love to indulge yourself in so much that you forgotten to eat?

That was probably the time when you were in the flow. You are doing what you enjoy doing while others will find it as hard work.

Personally, I love writing and trading. Whenever I'm doing these things, I can sit at my desk from 8am until midnight and forget about everything that is happening around me.

At the same time, I've seen people who hate writing and trading. For them, their passion probably lie elsewhere.

By things that you love doing, I don't mean playing games, sleeping and shopping. Don't ever confuse entertainment with work that you love. They are entirely different altogether.



The problem with society is that it conditions us into thinking that we should do work that provides us with the most salary, recognition or status.

If fame, wealth or power is what you are pursuing, I can guarantee that you will not be happy even after you have attained all these 3 elements.

SECRET #5: THEY LOVE WHAT THEY ARE DOING

Sure, the top celebrities, CEOs and traders have the fame and wealth. But those are just a result of them constantly working on what they love doing. Those are bonuses.

You will never find a top celebrity who become famous because all they wanted to be was to become famous.

Which is why you will see them coming up with new albums and songs despite having everything they want.

This is why the business man makes another deal, the athlete competing in another Olympics, and the top investor investing in another stock. They can all afford to retire but they are not stopping because it is their passion that drives them.

If you haven't found your passion yet, keep looking. Life is too short to do work that you hate.

Ditch the personality and career profiling tests for a moment. Instead, observe the kinds of books you pick up when you go to the library. Think about what gives you the most pain. Is it poverty? Is it environmental pollution?

For me, what gives me the most pain is hearing people telling me that they are not good enough to achieve their dreams.

This is why I am doing what I am doing. To inspire people with my underdog stories, hoping that they can start believing in themselves.

BEFORE I END OFF...

I'd like to leave you with something.

Whether you believe it or not....

I want to let you know that you are beautiful just the way you are.

You are the only person who can talk the way you talk, walk the way you walk and carry yourself the way you carry yourself.

And if somebody else tells you otherwise, I want you to come back to this and remind yourself that you don't have to change yourself just to impress him or her.

I also want to let you know that you absolutely deserve your dreams.

You might not believe that you can achieve it now because it seems so unreachable.

You might wake up some days feeling tired and unmotivated.

You might believe others when they tell you it is impossible.

Again, I want you to always hold tight to your dreams. Not only for yourself, but for the people around you that you love and care about.

If you aren't going to do it for anyone, do it for me.... because I believe in you wholeheartedly. 😊

