



Business Brain Trust – Mark Harris

Here Mark Harris tells us about his laws of greatness.

First law of greatness. You ready? Matthew 18 --- it says the disciples came up to him and said, “Hey, who’s going to be the greatest in the kingdom?” They were interested in greatness. He said, “Well, what are you worried about greatness for?” No, he didn’t say that. He actually gave them an answer. He says, “If you want to become the greatest in the kingdom...” No, he said, actually, “Unless you become as a little child, you will by no means enter the kingdom. If you humble --- therefore, if you humble yourself as a little child, you will be called the greatest.”

That one session, verses 1–5, it says --- you know what it says? It says, “If you don’t humble yourself, you won’t be in the kingdom. If you do humble yourself, you’re the greatest in the kingdom.” That is a black and white, yes or no, in or out issue. Humility is not an option. Humility is what allows everyone in here to even be here. You say... (This is, I think it’s the first level for me). Greatness, by the way, is levels. “Ness” --- greatness, or what level you’re currently at. As long as you keep on growing, you’ll do well. Here’s the first --- each of law of greatness is also at a level. Humility is at a level, OK?

So here’s what we have: First of all, greatness is humility. Humility says, “I am not yet where I want to be.” That’s the first level of humility. I am not yet where I want to be. So if you can recognize the fact that I’m not yet where I want to be, then you can say,





“You know what? I need to do something about that.”

That’s the first level. Actually, I’ll go through seven, maybe seven, seven steps of humilities, because it’s pretty amazing. Every step leads to more levels.

Number two is, OK... (There’s --- I can go in a lot of detail in each one of these.) Is that you then have to have the humility that somebody else probably is at a greater level than you are, at least in some area. It could be... whatever. It could be anything that I’m doing from up here...

Now, ultimately, I look at the Almighty. I like to look at what he wrote, and what he expected from us as my ideal. So I look at that and say, “OK, I believe there’s somebody higher up than me, and I want to actually grow towards that level.” So you realize you’re not where you want to be, and you need to be over there. You need to be in some other place.

So what this did was, it said, “OK, we’re going to humble ourselves, and realize what that is.

Next level is... What’s the next level? The next level is, OK, now that I know it’s somebody else, am I willing to learn from them? Am I going to be humble enough to actually go before them, hat in hand, and say, “Yeah, can I learn from you?” That’s the next level of humility. Because you can say that you don’t know something to yourself, maybe. You can realize that, “OK, this guy probably knows a lot more about marketing than I do,” or whatever it may be.

But the question is, do you actually act on it and go to those people as a student? Because you see, humility is the attitude of learning, and Jay has mentioned learning. Everybody has mentioned learning. Learning is the whole first part of greatness. If





you don't learn, you'll never grow to the level you want to be, obviously.

But here's the whole point: The whole point is, one of the most successful book series for business people was about learning organizations. Why? Because that's one of the only ways to create greatness. It's not the way to create greatness. It's one of the laws of greatness. Learning, creating a learning organization in your business is how you create a great business. And your business has to be humble... which is not saying you're a humble business, but there's people running it that need to have humility, nor do they even get to that level.

So the next thing is, after you've learned it, you know you have somebody that you need to learn from, what's the next level? Next level is, you now have learned it, right? You've gone to them, and you've learned it. Now the question is, a lot of people who have knowledge, they're very proud of that fact that they have knowledge, right? As a matter of fact, if they learn something, they get, obviously ---

How many of you have learned at least one item from another seminar somewhere else that you've also learned here tonight, that you had already, OK? Now, the question is, if somebody comes up to you this week and says, "Hey, I've got this great idea. You need to do this," and you've already heard it before, you say, "Oh, I know about that." OK, is that humility? No, it's not humility. You know what? Humility says, "I know I wanted to do that. I knew it."

I tell my people, my children, I say, "You know, not knowing something is ignorance. Not doing something about what you know is stupidity." That's stupidity. That's the clinical definition, right?

