



Matt Upton
Speaking of Success

Connecting with Your Team Through Walking Through Twelve Gates

- Gate #1 Everyone wants Certainty
- Gate #2 Everyone needs Uncertainty
- Gate #3 Everyone needs Love and Acceptance
- Gate #4 Everyone wants to be Significant
- Gate #5 Everyone needs to Grow and Progress
- Gate #6 Everyone wants to be a Contribution
- Gate #7 Everyone experiences Fear
- Gate #8 Everyone is a bit Visual
- Gate #9 Everyone is a bit Auditory
- Gate #10 Everyone is a bit Kinesthetic
- Gate # 11 Everyone experiences the effects of going to the BAR
- Gate # 12 Everyone has their own Purpose or Destination

**Everyone
Lives behind
Their own walls**

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