

# A COLLECTION OF IDEAS

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Te Ariā Aroha



Mana Ariki



Kōtuku Rerenga Tahī



Jess



*Joe's  
Garage*<sup>™</sup>  
WIGRAM

*Wigram*  
**CATERING**  
COMPANY



**HEED**  
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# THE DUALITY OF MANA & MANAAKITANGA

If mana is concerned with what you get, then manaakitanga is all about what you give.

What are the roles of our rangatira?

# 80 20 THINKING

**Find the 20 percenters in your life and triple down on them!**

**Get comfortable allowing others to handle the other 80 percent.**

# MANAGE TIME NOT WORK

**Work is infinite, time is not.**

**Your time is your most precious commodity.**

**Be deliberate about how you allocate it.**

**BE A TORCH, WE HAVE ENOUGH CANDLES.**

**There is enough energy to do anything.**

**Just focus!**

# WHO ARE YOU SURROUNDING YOURSELF WITH?

**We all like to fit it, it's human nature.**

**Go where the demands and pressures are high.**

**Audit your circle.**

# WHO MADE THAT RULE?

**Develop an unreasonable expectation for how your life should be.**

# HOW DO PEOPLE FEEL ABOUT YOU?

**People don't remember what you say, or what you do, but they always remember how you made them feel.**

# FINGERPRINTS ON WINDOWS

**Don't expect people to complement your clean windows, expect they will notice the fingerprints. If that pisses you off, good!  
Become the change that you wish to see in others.**

# KEEP YOUR PROMISES

**Do what you say you're going to do and when you don't, make it right.**

**At any cost.**

**Own your shit.**

# BECOME FEARLESS

**Some of the greatest things in life are on the other side of fear.**

**You can find a thousand reasons not to do something, but if you believe in something enough, you only need one reason to do it!**

# PEOPLE ARE JUST PEOPLE.

**There is no such thing as extraordinary people, only ordinary people doing extraordinary things.**

**Shift the focus from who you are, to what you do.**

# OUR HABITS MATTER, A LOT

**If you don't like your life, change your routine.**

**Success is a few simple disciplines, practiced every single day.**

# STAND FOR SOMETHING

**You can't be everything to everyone.**

**Figure out who you are and go all in.**

# **SUCCESS IS A SHIT TEACHER**

**Often the best way to learn how to do something right, involves doing it wrong first.**

**If you're not failing, you're playing it way too safe.**

**Learn to be comfortable with failure.**

**Failure can go one of two ways. You choose.**

# **IT'S ALWAYS PERSONAL**

**My business is an amplification of who I am.**

**My business is always personal.**

**When people tell me, “it’s not personal, it’s just business”, and I don’t like it, I say “personally, I don’t want to do any more business with you”**



**HUSTLE HARD, BUT REMAIN HUMBLE**

**Think in the clouds, but keep your feet firmly on the ground.**



# PĀTAI TIME

Any questions?

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