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# A “Formula” Schools Need to Teach But Don't!

Reason why Brilliant Students Struggle In The Real  
World

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**“Any school that teaches this “formula” will discover her products – who apply it diligently – will never beg for jobs, or experience “unemployment”, talk less of poverty. *If you think that’s a reckless claim, I challenge you to read this report with an open mind. Unless you detest authentic success, when you’re done, you’ll be EAGER to learn and use the “formula” – and to also teach it to your child - or students!*”**

– Tayo K. Solagbade | 3<sup>rd</sup> August 2014

## A Formula Schools Need to Teach But Don't!: why Brilliant Students Struggle In The Real World

**T**he idea I reveal below is the solution to poverty and unemployment anywhere.

Any school that teaches it will discover its graduates – who apply it diligently – will never beg for jobs, and rarely experience unemployment, talk less of poverty.

*If you think that's a reckless claim, I challenge you to read this report to the end. Do it with an open mind. And by the time you're done, you'll see that I'm right.*

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This powerful bit of insight is to be found in the **preface** of the original "Think and Grow Rich" – the all time bestseller written by Napoleon Hill.

**Specifically the 5<sup>th</sup> paragraph.**

**However, I'll start by reviewing the preceding 4 paragraphs, of that preface, before ending with the 5<sup>th</sup> paragraph – where I encountered the words that jumped out at me i.e. the Magic Formula that schools CAN – and should – teach, if they want their graduates to succeed more often.**

**1** The author wrote that his book contained the "Money Making Secret" that had been put to successful use "by thousands of people, in almost every walk of life."

Note that last phrase..."thousands of people in almost every walk of life".

Now that kind of money making secret is one that every person needs to know, because we are told by Mr. Hill that people from virtually all walks of life have used it successfully.

That means no matter who you are, or what you do, or where you're from, you CAN use it to achieve financial and personal success.

NB: I should mention quickly here that I believe I can be counted as one of the thousands (actually millions today) who have put that secret formula to profitable use.

And THAT is why I've written this book: to help others "discover" the insights to do the same!

2. Mr. Hill noted that Mr. Andrew Carnegie - who became a millionaire using this same magic formula, proposed the idea of placing it...

"...within reach of people who do not have time to investigate how men make money"

Did you get that?

**2** This wise, old and wealthy man knew some people would not have the time to research the money making process, but would be willing to learn from those who did it.

You will agree with me that he was thinking about everyday people, like you and me. Otherwise, how many of us could have committed more than 2 decades of our lives (like Hill did) to distil this amazing body of wisdom from hundreds of authentically successful - and busy - people?

Very few, it all any. And there would also have been the need to find someone with Andrew Carnegie's kind of influence, to open doors needed to gain access to the personalities you'd have needed to interview and study.

**3** Napoleon Hill also wrote that Carnegie:

A. Expressed the hope that he (i.e. Hill) would...

*"test and demonstrate the soundness of the formula through*

*the experience of men and women  
in every calling."*

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Looking back at the many hundreds of thousands of successful people in virtually all areas of endeavour (including religious leaders!), who have acknowledged that reading Think and Grow Rich contributed significantly to their demonstrated ability to succeed, it is obvious that Mr. Hill has indeed done that.

**b. in the 5<sup>th</sup> paragraph, Andrew Carnegie said he...**

*"believed the formula should be taught in all public schools and colleges, and expressed the opinion that if it were properly taught it would so revolutionize the entire educational system that the time spent in school could be reduced to less than half."*

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**Isn't that amazing insight right up there???**

*When I first read it, and it clicked I said "Wow!!!"*

**1. No wonder** Henry Ford who starting out in business as a start illiterate, went on to employ well schooled engineers, who he then relentlessly **challenged** to build a revolutionary car engine that would make him a fortune!

**2. No wonder** Thomas Edison had only 3 months of schooling and yet achieved so much as an inventor/scientist, that his name remains indelible in mankind's history!

**3. No wonder** Robert Kiyosaki wrote books like "Rich Dad Poor Dad" and "If You Want to be Rich & Happy Don't Go to School?" and "Why A Students Work for C Students"...

**4. No wonder** Seth Godin wrote "Stop Killing Dreams"...regarding conventional schools.

**5. No wonder** Sir Ken Robinson keeps speaking and writing about how Schools Kill Creativity!

**6. AND, NO WONDER** I excelled in school, graduating as top student in my class from the university, narrowly missing first class by 0.1 (5.9 vs. 6.0), and then went on to excel in paid employment...**BUT upon starting my own business, I LOOKED like a complete fool for many years (needing financial support from family to care for my kids), before I found my feet!**

**A**ll of the above, is why, for me, it is no surprise that so many graduates enter the society confused about what to do to succeed, despite all their years of studying in school.

*The truth is they were/are not properly prepared by the formal schooling they got/get!*

The above understanding has so shaped my attitude towards conventional formal schooling that I have been accused by relatives especially of making my kids careless about academic work, which would deny them access to the kind of education I got.

I replied that I did not want my kids to NOT care about academics. But I believed that as their father, I owe them a duty to help them adopt the right mindset about schooling, as it relates to the real world they will eventually enter.

For me, that means I must tap from my personal experiences and observations over the years, to offer them insights and guidance they can use.

**M**y mother worked for over 30 years as a school teacher, and retired from one of Nigeria's leading private schools (Corona), with a Montessori certification via a course she took.

She taught me and all my siblings at the early stages of our education.

As you can imagine, she initially also felt I was going about my plans regarding helping my kids get real world relevant education to complement their schooling, the wrong way.

*So I asked her to think about the way I'd had to struggle to find my feet in business. And how what I'd learnt in school had turned out to be of little use towards making headway to success that I sought.*

*Also about how I'd needed the insights from books on personal achievement, coupled with access to more predictable resources (e.g. power supply, Internet etc).*

*PLUS, how I'd also found a more conducive socio-economic environment in Benin Republic, compared to Nigeria.*

*How, ONLY after all the above happened had I begun to record the sustainable successes I desired!!*

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After I'd told her the above, she understood: that I was not saying my kids would not go to school. Instead, I want to make sure they did NOT make the mistake of thinking school would teach them everything they needed to know.

**B**ut Isn't Schooling Meant to Prepare Us to Succeed in the Real World?

*Isn't that why we are made to attend school for so long? Well, that's the irony. It is – **but it does not!***

The only thing conventional schooling does well is to prepare us to work as employees.

**In the past that was okay, because jobs were in abundance.**

*Today, the reverse is the case. And that's created a dilemma for school leavers. In the meantime, schools have continued without adapting to the major shift in the nature of demand – for most of them, the business of producing well schooled graduates remains just that: a business.*

Like many before me have rightly said, our schools are still using the same methods that served the industrial age (where mass employment was available), in a radically different world that today demands drastically different competencies, if one is to be relevant and successful.

**Q**uestion: So, Where Are The Schools Going Wrong Then?

**A**nsWER: Simple. By NOT INCLUDING the study and practice of “real world relevant” philosophies for achieving personal and financial success in the curriculum they use for teaching us!

You see, **IF** they were to adapt, from today, and begin including teaching of success “formula”, like that advocated by Carnegie, and other relevant ones; and **IF** they made a point of inviting competent achievers from the real world, to complement their in-house teaching, their graduates would experience less confusion and succeed more with hard work, and NO anxiety.

**My Personal Experiences, Observations & Achievements Confirm It!**

That's why you're reading this special issue of my newsletter, on this subject. I am succeeding based on the use of that “magic formula”. Yet, I NEVER heard or read about Napoleon Hill or his book till I graduated from the university!

**T**o this day, I wonder: How could my school teachers and lecturers NOT teach me about people like Hill, Ford, Rockefeller, and Andrew Carnegie?

Even more importantly, how come no teacher (or indeed my parents) made me buy and read that inexpensive little “Think and Grow Rich”

book that I later came across, quite accidentally, and bought, from a vendor at a bus stop in Lagos?

*That happened just after I got my job as a Graduate Trainee with Guinness Nigeria*

**H**ow come no one told me it contained such powerful, time tested principles for Personal Success Achievement?

*Reading that book triggered my rapid achievement of career advancement in Guinness Nigeria - from Graduate Trainee to multi-skilled, high performing manager holding senior management positions ahead of my colleagues and others 10 years my senior on the job in less than 6 years.*

And when I became an entrepreneur in 2002, that book provided me the insights to deal successfully with countless bouts of adversity over a decade, in one of the harshest socio-economic environments one can strive to succeed by running an ethical business i.e. Nigeria.

**That book that gave me the needed inspiration, time and time again, when I felt I could no longer continue. It kept giving my subtle hints, and suggestions as I read and reread in my darkest hours - opened my inner eyes to new possibilities, until I finally realized I needed to change my environment - and I relocated here in Benin Republic.**

Less than 2 years later, the book's wisdom has guided me to further build my brand to even greater **international** reckoning, leading to more buyers within/outside Africa for my products and services. And this progress has continued, despite what should have been a massive setback via the loss of my 9 year old **spontaneousdevelopment.com primary domain** on 4th May 2014.

**W**hen that loss occurred, most people would have been devastated – and probably given up.

But having read **THAT BOOK** countless times, during my darkest hours as an entrepreneur, the words that came to me were about how "**every adversity, no matter how serious carries the seed of an equivalent benefit**".

*NB: It's the ability to think like that, when all your training and competence appears to have failed you, that WILL ensure you I inevitably succeed! They do NOT teach that in **school**. But it's part of the Magic Formula for success in the real world that Andrew Carnegie and Napoleon Hill distilled as into the contents of the book published by the latter.*

Today, ALL my original content (initially published on "spontaneousdevelopment.com") is NOW being propagated from MY own personal domain name: tayosolagbade.com?

And that actually makes more sense, does it not!

Yet, if truth be told, I never once considered making the change, even though I'd purchased tayosolagbade.com over a year ago. Why? I was uncertain how it would affect my website's search engine visibility. Especially because of the importance Internet experts said Google attached to domain "age" in ranking websites.

**Well, when the change of domain name was imposed on me (even if unfairly), I was forced to put tayosolagabade.com to use.**

Guess what?

The only major difference I've noticed today, 3 full months after losing my 9 year old domain is that I get MUCH less traffic to my site daily, than before. I think that's mainly because most back links to my site from my syndicated content online lead to the spontaneousdevelopment.com URL.

**On the other hand, as I have noted in a recent article, my Website Conversion Ratio has actually more than doubled since then!**

As a result, I'm getting more serious sales leads and making more sales than I used to! **See how the point about adversity having an equivalent benefit works now?**

# Should people not learn this kind of useful philosophy as early as possible in life?

Of course they should. That way, they'll leave school doing less complaining and learning to pay the price to achieve authentic success.

They will come to understand that when things go wrong, it could be a sign that things are actually about to get better for them. But ONLY if they adopt the right mental attitude and take the right actions!

You see, failure and adversity are life's way of preparing up, moulding us, to develop the qualities we need to succeed e.g. persistence, endurance, courage, enthusiasm – under ANY situations, no matter how harsh, tough or difficult.

## And I Have Seen The Same Thing In The Lives Of Others As Well

As a keen student of human nature, I have noticed that those who often struggle the most to flourish and achieve long term success/relevance IN SPITE of hardship or adversity, often tend to be the highly schooled persons.

It sounds contradictory, since one would expect such “well educated” people to KNOW better.

But unfortunately, many who emerge as successful students, often do so because they let “school” beats the creative and adaptive instincts out of most such people. They learn to give teachers what they want. And that often means giving up control of their minds – thinking less and memorising more. Accepting the teacher’s word as final. Not adopting a curious disposition. In fact coming to abhor trying to independently explore/discover new knowledge!

**In contrast, people who are less schooled, or who while in school neglected (deliberately or by accident) to let themselves be completely moulded into conformance, are those**

**who emerge better prepared to take on the real world.**

*If you're willing to be objective, you'll see what I mean, when you think about it. Just look around in your society, and the trend will be obvious.*

You see, we all graduate with similar qualifications – academically. But that is ONLY one aspect of what life demands in exchange for success.

The other often more important aspect is our willingness to diligently apply the philosophies for success achievement. The kind that reading “Think & Grow Rich” teaches, for example.

**Since that is NOT something we learn on the way to acquiring a B.Sc, M.Sc, talk less a PhD, most graduates or formally schooled people enter the real world unaware that they lack it.**

*By the time they try to make their business ventures work, and the inevitable challenges come their academic qualifications offer them no respite.*

For many, when this happens, they often get frustrated and eventually decide to give up.

*But for those familiar with the philosophies, they take the steps they know need to be taken, all the while maintaining the required mental attitude. And eventually success, though often delayed, comes.*

Of course, like everything else in life, there will be exceptions. But that is what they will be: exceptions. I am a product of the traditional schooling system.

**KNOW what it feels like to be “called” brilliant all through school and in paid employment (which is really what conventional schooling prepares us for), and then to have myself mocked and ridiculed for looking like an idiot for years after choosing to go into business for myself.**

*While passing through that painfully humiliating and heartbreaking experience, I began to question the formal education I'd received. In a bid to find answers, I went back and read Think and Grow Rich, all over again. Additional insights I needed came to me, and I realized what I was missing!*

**I learnt that my formal education was not bad or useless. But it was also NOT enough!**

That discovery made me resolve to approach the task of schooling my kids in a different way from what my parents gave me.

It's however been hard to make relatives and close associates understand my purpose in that regard.

*But I refuse to let that bother me. The results the kids achieve will reassure everyone who doubts that I know what I'm doing.*

*One thing is certain: I do NOT want to repeat the kind of schooling I got, for my kids. They need to have a better balanced education that will make them competent to succeed in the real world, from the start – be it in paid or self-employment.*

I urge other parents to take ownership of the process of educating and coaching their kids for success in life. Stop leaving it all to the school teachers and administrators.

I have been doing just that with my kids for a few years now, and though it's not been a smooth run, we're recording exciting results already. So much so that my 3 boys actually earn income running their own micro businesses already. One example is the pineapple peel based drinks and cakes they make and sell by themselves. Click the link below:

<http://tayosolagbade.com/index.php/order-tayo-s-drinks-cakes>

**B**ut I've always known that I need to introduce Andrew Carnegie's "Magic Formula" more formally to them.

Towards that end I developed a Coaching For Early Take Off" course in 2004. I however knew I need a guide book of some sort to

go with it. It's taken me a while, but I've now written my flagship **Best Practice Parenting™** book of true stories titled "**Kukuru Danger™: 5 True Stories About the Adventures - & Misadventures - of a School Age Child Trying to Find Purpose in Life!**".

*It goes up live for sale in my online store tomorrow – 4<sup>th</sup> August 2014 at [www.lulu.com/sdaproducts](http://www.lulu.com/sdaproducts)*

Each of them will be getting a copy from me, as a gift, and I will take them on short coaching sessions discussing the contents, and reviewing Napoleon Hill's Think and Grow Rich at the same time.

It is my sincere hope, that what I have shared in this report will encourage you, as a parent to do the same thing for your kids. Like I always say, do not expect the teachers or school to go the extra mile of giving your child this kind of know-how. If truth be told, many of those who run schools themselves do NOT even know this secret, and actually need help to discover it!

And if/when they discover it, you can be sure such teachers will introduce it to their students!

If you lack the time or training to create your own materials towards that end, I recommend you get copies of my Kukuru Danger™ parenting manual, and/or arrange for your kids to attend my Personal Achievement Coaching for Kids (PACK)™ program.

I wish you well.



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*\*(Note that I may not be able to receive calls if/when travelling)*

## ABOUT THE AUTHOR



As a **Location Independent Multipreneur travelling** slowly across West Africa, Tayo's unique ability as a **bilingual service provider** enables him relate successfully with clients/associates in English/French speaking societies e.g. Cameroon, Ghana, Benin, and Nigeria.

He offers a unique range of Performance improvement talks, seminars and coaching programs for farmer groups, writers, clubs, parents and alumni associations – and persons in paid employment.

**Since 2002, he has earned multiple streams of income providing individuals and organizations with personal development training and coaching, custom MS Excel-VB solutions, web marketing systems/web hosting, freelance writing services, and best practice extension support services (for farm business owners).**

*When he's not amazing clients with his superhuman skills (wink), Tayo works as the creative force behind his Daily Multidisciplinary [SD Nuggets blog](http://www.tayosolagbade.com/sdnuggets) at [www.tayosolagbade.com/sdnuggets](http://www.tayosolagbade.com/sdnuggets) - on which he also publishes his Weekly Public Speaking IDEAS newsletter. Visit [www.tayosolagbade.com](http://www.tayosolagbade.com) (Tayo's Flagship Performance Improvement website) to download over 10 performance improvement resources to boost your personal and work related productivity.*

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