



FINAL "HEAD FAKES"

If you lead your life the right way, the Karma will take care of itself AND the dreams will come to you [75:30] #1
The "Last Lecture" wasn't for the audience present, it was Randy's gift to his three (3) children [75:50] #2



Qualities

Fundamentals, fundamentals, fundamentals ...
you've got to get the fundamentals down because otherwise the fancy stuff isn't going to work [9:36]
Whenever you do something pioneering you can expect "a few arrows in the back" (ie, a whole things can and will go wrong) but keep persisting [44:30]
Try something new once in a while. Coach Graham made the team switch positions for just one play. All the small guys became receivers, etc. [10:35] This creates **freedom of thought**, gives you a **new perspective**, makes you **respect another person's point of view**, increases your level of **enthusiasm**.
Persistence
Never lose your **CHILD LIKE WONDER!** It's just too important; it's what drives us [62:16] **Wonder**
Randy is dying and is still having fun
HAVE FUN!!!! [61:38] **Fun**
Controlled Folly
In reality, we're all dying. The rest of us generally think we'll live forever or that death is so far away it's not worth thinking about
Show GRATITUDE!!! [73:33]
Tell the truth! [69:53]
NEVER GIVE UP!!! [66:12]
"Loyalty is a two way street" [64:07]
"Don't ball: the best gold is at the bottom of the barrels of crap" [71:54]
Be **earnest** (ie, have an intense and serious state of mind - while having fun, of course) [69:59]
APOLOGISE when you screw up [70:03]
FOCUS ON OTHER PEOPLE, not yourself [70:07]
When you do the right thing, good stuff has a way of happening" [73:01]
"Don't complain, just work harder" [73:48]
ie, **specialise** in a niche "Be good at something, it makes you valuable" [74:00]
Be **PREPARED** - Luck really is where preparation meets opportunity [74:36]



For the Ladies

Advice for the Ladies (from Randy's friend): "It took me a long time but I finally figured it out. When it comes to men who are romantically interested in you it's really simple: just ignore everything they say and just pay attention to everything they do" [65:38]
"For anybody out there who is a parent ... as a favour to me [Randy], let them do it" ie, let your kids paint their walls in their bedrooms [57:43]



Children

When you build something that is precious to you, a business, an empire, whatever, when it's time to hand it over to someone else to continue your legacy, **find someone better than you** [44:48]
What's your legacy?
Randy: "Millions of people having fun learning something that's hard" [53:31]
In life, I don't know if you can have a favourite moment, but there may be some you'll never forget [42:35]



Legacy

Right advice because: "You obviously don't know where the bar should be and you're only going to do them a disservice by putting it anywhere" [35:01]
Reply to the class, "That was pretty good but I know you can do better" [34:48]
The best gift an educator can give someone is to get them to become self-reflective, ie, to see the data of their own results and get them to want to make changes to improve. [51:58]



Leadership

Don't ever assume that someone's dream is impossible, eg, to work on Star Wars movies
Help others **achieve their childhood dreams**. It's incredibly fulfilling. [31:02]
Look for ways to **help more than one person** at time to achieve their childhood dreams [32:10]
Share your knowledge [35:45]



Help Others

One of the best things you can give somebody is the chance to show them what it feels like to make other people get excited and happy [41:51]
Get involved in community events ... help others [55:50]
Randy believes in Karma! You can't get there alone! You need people to help you [69:51]

Never lose sight of the fact that inspiration and the **permission to dream** is hugely important [4:13]



Dreams

Dreams must be **specific** [4:56]
there for reason
Brick Walls [5:57] & [18:17]
won't stop those who want it badly enough
stop the 'other' people
Sometimes you can **learn more** from the dreams you don't accomplish than the dreams you do accomplish [8:30]
"Experience is what you get when you didn't get what you wanted" [11:21]
"It's cool to meet your boyhood idol. But it's even cooler when he comes to you to see what cool stuff you're doing in your lab" [14:56]
"It's kind of fun to do the impossible" [62:52]



Feedback

"When you're screwing up and no body is saying anything to you anymore, that's when they have given up" [10:02] So be thankful that they are 'on your case' because they care about you!
"Get a **FEEDBACK LOOP** and listen to it!" [73:08]



Definition

"**HEAD FAKE**" = something you learn indirectly from that which you initially intended to learn [11:39]
These are critical!
Keep your eye for them
They are everywhere



Negotiation

Randy said, "Did you say you were Tom Ferris?"
Tom said, "Yes"
Randy said, "I'd love to answer your question, but first, would you lunch with me tomorrow?"
Excellent example of: (a) humility
(b) asking a question in a way and at a time that is impossible to say 'no' too
"Have something to bring to the table because that will make your more welcome" [ie, Give to Receive] [7:21]
Situational Example: Randy at first conference, at conclusion of his presentation, HUGELY famous person in the "virtual reality" industry asked him a question.
NEGOTIATIONS [23:49]
Get common ground early
Avoid conflicts during a negotiation
go the decision maker quickly - ie, duck "gatekeepers"
"It's very important to know when you're in a p***ing match, and it's very important to get out as quickly as possible!"
"Let's back off a little. Do you think this is a good idea at all?"
"Is this your call [ie, to decide if it's a good idea anyway]?"
"He's going to be out in the area for a conference shortly, would you like to have lunch?"



Rapid Learning

Speak to experts in the area you want answers too. It's so much faster than trying to go it alone [21:57]
Questions to ask:
"When you're upset with someone and you're angry with them, you just haven't given them enough time to impress you"
"80 hrs talking to VR experts around the world"
"If you had access to this one unbelievable project, what question would you ask?"
Easy to appear smart when you channel the thoughts of many intelligent people



Communication

"Wait long enough and people will surprise and impress you" [23:14]
The **WAY** you say something is far more important than **WHAT** you say [26:02]
Look for metaphors in life to describe complex things to people [48:32]. It makes it a lot simpler to understand and to get your point across.
HEAD FAKE: "The best way to teach somebody something is to have them think they're learning something else" [52:50]
"One of my star faculty members is in here and I don't have much information so I want to learn more"
Comment by Randy's "Dutch Uncle", Andy van Dam: "Randy, it's such a shame that people perceive you as so arrogant because it's going to limit what you are going to be able to accomplish" [58:50]
eg, The ETC (Masters Degree in Entertainment Technology) is to "masters degrees" as Cirque Du Soleil is to "circus"

Everybody will show you their good side in time. Just keep waiting [74:24]