


Guy Spier

Speaks to



IVEY
Business School

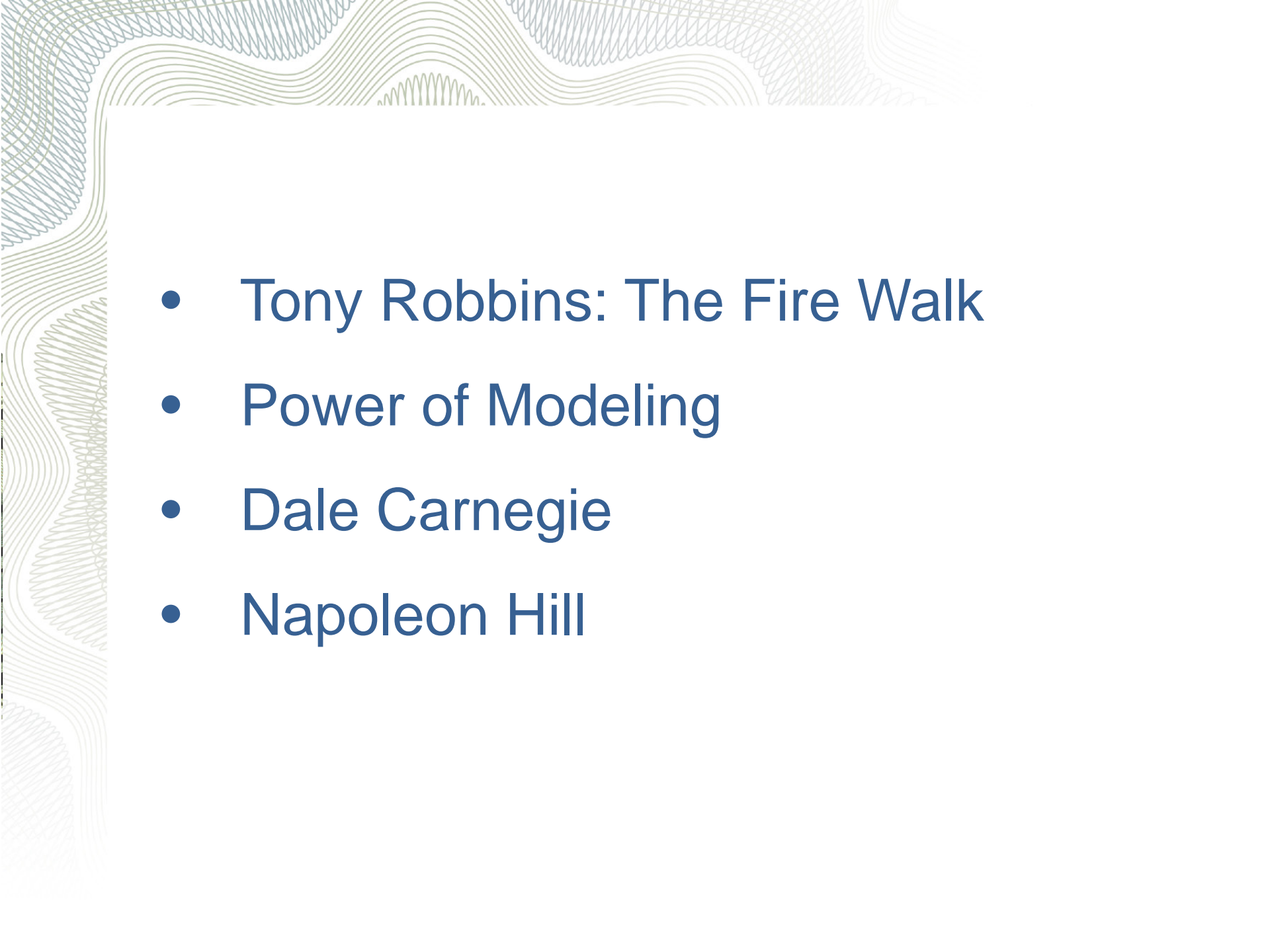
WESTERN UNIVERSITY • CANADA



THE
EDUCATION
OF A
VALUE
INVESTOR

Why did I
write it?



- 
- Tony Robbins: The Fire Walk
 - Power of Modeling
 - Dale Carnegie
 - Napoleon Hill



Doing Business the Buffett – Pabrai Way

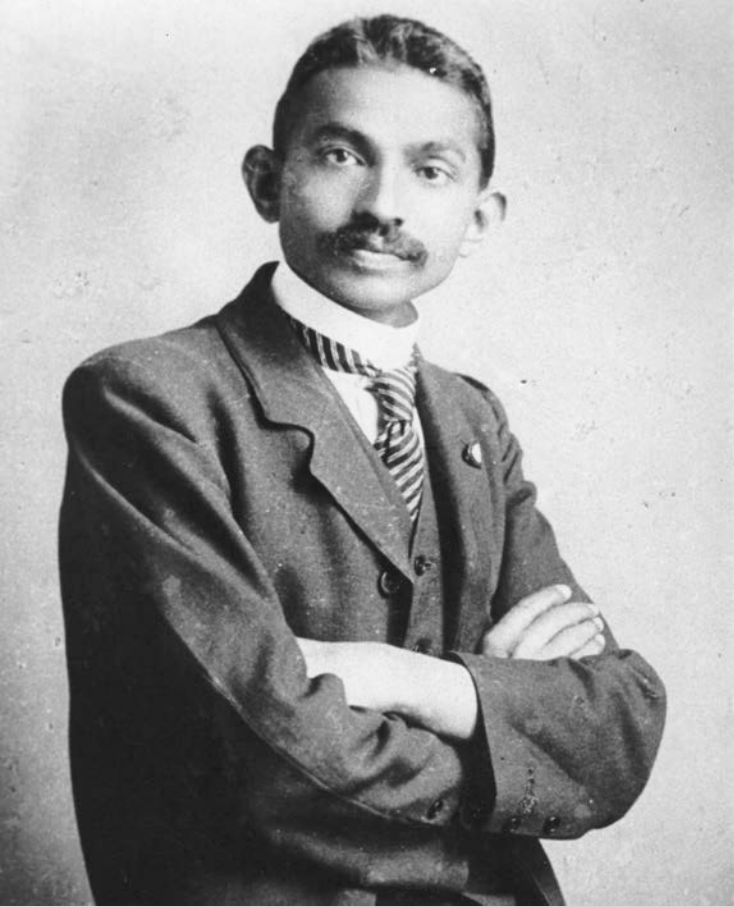
1. Give first, then evaluate
2. Show Empathy
3. Be Vulnerable
4. Thank you Notes
5. Get around people better than you and you can only improve

Compounding Goodwill



The Inner Journey.

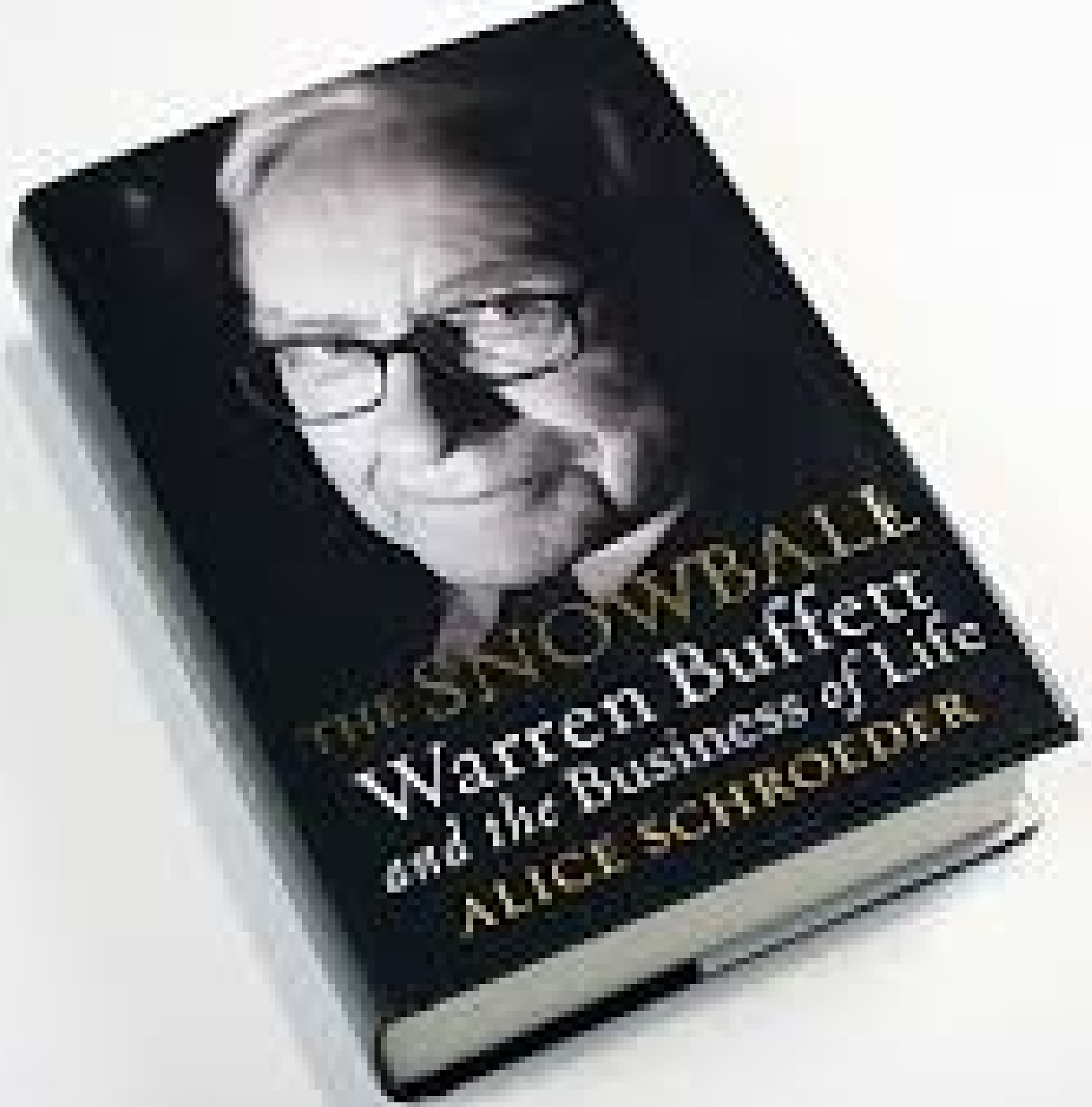




The Story of my Experimentations with the Truth

Envy

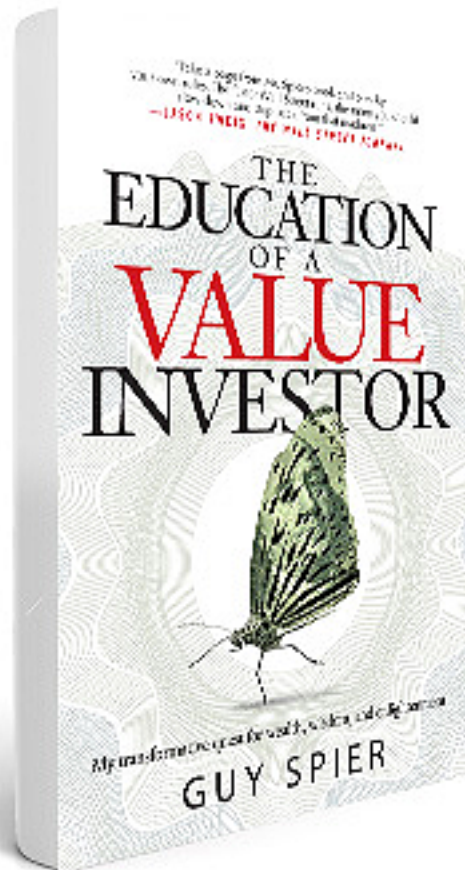






GETTING THERE

By Gillian Segal



- **Can you identify what emotion is gnawing at you right now?**
- **What enlightened action is it calling for?**