

All I Need To
Know About
Success I
Learned From
Star Trek

Glen Henderson

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Foreword

Just reading the title makes me feel like I'm going on an adventure...

While I've never considered myself to be a die-hard Star Trek fan, as a youth I certainly had my share of time watching Kirk and company do their thing on the television. To this day, audiences young and old find entertainment in this ongoing tale of exploration into the unknown. It was only a matter of time until someone put down in writing the insights gained from the Enterprise's various exploits. While some are quite bizarre, they contain many lessons which can be applied to common life if we look deeper than mere entertainment.

Glen has done exactly that, extracting metaphors for successful living that everyone can relate to. From the objectivity and logic of Spock to the leadership, adaptability and intuition of Kirk, Glen points out lessons which are easy to apply. Entrepreneurs will find Glen's lighthearted approach especially pleasing, as he offers none of the unnecessary complications that other authors rely on to assert their own self-importance. You can save your copious note-taking for other books. Glen merely offers uplifting reminders of timeless principles as enacted by some of the most successful entertainers in modern history.

These are principles which are easily overlooked, as we are often so engrossed in our own drama that we neglect the art of observation.

Eliminating doubt, maintaining your purpose in the face of adversity, recovering from misused and misdirected emotion, exercising your power of choice - these are beneficial conditions regardless of whatever worldly pursuit you're after (or whatever planet you're pursuing it on).

By finding small lessons embedded in fascinating stories we gain tools to overcome the trials we all face. Whether you're a Star Trek fan or not, I'm sure you can recognize times when you thought it would be wonderful to adopt the traits of some character on screen or on stage. From time to time I've entertained the idea of being completely impassive, logical and objective, like a Vulcan... and if I could choose such a thing, would I?

Regardless of who your "hero" is or what character you relate to (in Star Trek or otherwise), we all take cues from our environment which shape our perception and behavior. I can think of worse influences than that of the world Gene Roddenberry dreamt up. This is especially true in modern times, when much of pop-culture seems bereft of principles while pursuing self-interest at all costs ... actually, not unlike The Borg. "Resistance is futile - you will be assimilated." But I digress ...The virtues of being goal-oriented, taking risks, being consistent, learning from one's mistakes and developing persistence are as valuable today as they ever were. Perhaps Star Trek itself has persisted for generations because so many people have found meaning and guidance in the stories it contains.

As you read Glen's observations, see how you can apply them into your dealings with other Earthlings today, and on a consistent basis. The worst-case scenario is that you decide to binge-watch episodes of 1960's sci-fi. The best-case scenario is that you live long and prosper, while demonstrating to others how they can do the same whether they have pointy ears or not.

May the Force be with you.

Oh, uh, am I allowed to say that?

Whatever.

John Lavenia

Preface

Whether you're a Trekkie, a Trekker, or one of the many millions of people who grew up with the franchise. . .this book is going to take you on an entertaining and insightful journey with lessons on success. . .directly from the Starship *Enterprise*.

My good friend Glen Henderson has been a student of success for many years, and one of the most well-versed Star Trek aficionados I have ever met.

This book is filled with recaps of some of the best Star Trek episodes ever aired. . .all with incredible life lessons that can be applied in literally every area of your life. As Glen takes you through these life lesson episodes, you'll be able to take these learnings and directly apply them into your business and your life.

This book is filled with lessons on leadership, mindset, integrity, decision-making. . .and so much more!

And. . .the best part is, they're all wrapped up in taking you back inside the Starship *Enterprise*.

This is one of the most creatively written and entertaining books I've read in a while. And. . .I'm one of those guys that grew up watching Star Trek. I

had NO idea that there were so many life lessons to be learned from a show I began watching in my earliest years!

Get ready and let the stories and the lessons unfold as you read this fun and entertaining book, *All I Need to Know About Success I Learned from Star Trek* by Glen Henderson!

Todd Falcone

This book is dedicated to the Captains and crews of the Starship Enterprise . . . who taught a wide-eyed five-year-old kid to look up into the stars, and dream.

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Chapter 1

“To Boldly Go”

Space: The Final Frontier.

These Are the Voyages of the Starship Enterprise.

Its continuing mission:

To explore strange new worlds;

To seek out new life and new civilizations;

To boldly go where no man has gone before.

For more than half a century, these words have been ringing in the ears and thrilling the hearts of *Star Trek* fans around the planet.

In fact, it's probably fair to say that most *Trek* devotees could quote the mission of the *Starship Enterprise* from memory, immediately after being awakened from a deep sleep.

But what do these words *really* mean?

Are they anything more than just a cute opening line to a popular old TV show?

Do they have any application in real life?

And, most importantly for *our* conversation, what do they mean, or what could they mean, to someone seeking *true* success in their own life and work?

I've always believed that the words of the *Enterprise's* mission speak to the very heart of what it means to take on the grand adventure of building a career - and a life - you can be proud of.

If you've decided to embark on this mission with me, I believe, as the great network marketing trainer Eric Worre has said, that you are one of the "Smart Ones."

You can see a future that no one else can see.

Where others see hardship, you see challenge.

Where others see failure, you see opportunity.

Where others see the end of the line, you see the beginning of a journey.

Where others feel fear, and draw back, you feel fear - and step forward with your head held high.

You understand, as do James T. Kirk, Jean-Luc Picard, Benjamin Sisko, Kathryn Janeway, and all the captains and commanders and intrepid space-faring souls of the *Star Trek* universe understand ...

... one eternal, unchanging, exhilarating truth:

Beyond what you can see right now, beyond what you can understand at this moment, beyond the outermost limits of your comfort zone, there is a vast galaxy of knowledge, of achievement, of human connection, and of triumph over fear and misunderstanding and obstacles and anything else that stands between you and reaching your life's highest goals.

But, with apologies to the Chinese philosopher Lao Tse: the journey of a thousand light-years begins with a single step.

Let's take that first step together, by *setting our course*.

After all, if we don't know where we're going, we could end up, in the words of two famous *Trek* characters you'll soon meet, in a situation where we're *"pursuing a circular course . . . and at Warp 10, we're going nowhere mighty fast!"*

Here's what you can expect as we journey together:

First: For our purposes, I will be focusing my attention on the first two *Trek* franchises, namely *Star Trek: The Original Series* and *Star Trek: The Next Generation*.

I have great respect and admiration for many aspects of all the other past and current *Trek* iterations (and who knows, you and I may be taking a look at some of them in the future – nudge nudge, wink wink).

That being said, these are the two franchises that I know best, so it seemed prudent to start with those that are nearest and dearest.

Second: We'll be looking at episodes, scenes, characters, conversations, and actions from both the television series and feature films of these two *Trek* franchises.

Third: Much of what I'm going to share will be intended primarily for entrepreneurs, small business owners, salespeople, and network marketing professionals.

Certainly these are not the only places in the world where success and achievement may be found; but many of the examples that I have personally seen and experienced arise from within these professions, so we will focus our attention here for now.

Finally, each chapter will lay out:

- The series episode or film in question;
- The characters involved and the situation;
- Selected dialogue and actions - who said or did what to whom and why;
- The deeper meaning and life principles I've gleaned; and finally,
- The leadership and success lessons I believe YOU can use.

If you're new to the *Star Trek* universe, I hope you'll come to realize, as I have, that *Star Trek* is more than just a TV show, more than just a movie:

It is, in many ways, a metaphor for life, an exploration of the human condition, and - if you're willing to look a little deeper and with an open mind - a guide to help you on YOUR journey aboard the third planet in our solar system.

If, like me, you're a lifelong fan, I hope you'll find this a delightful stroll down Memory Alpha Lane!

Who knows, you might even be shown a glimpse into a rich trove of truths you may not have seen the first time your mind's eye patrolled the bridge of the *U.S.S. Enterprise*.

Now then, our course is laid in, our engines are at full power - ready?

Here we go:

Ahead Warp Factor 9 - *engage!*

Chapter 2

“All Hands: This Is The Captain”

Franchise: The Original Series

Season 1, Episode 14: “Balance Of Terror”

I'm beginning with this as the first full episode we'll explore together, because it contains so many lessons on the nature and conduct of *leadership*. I've always believed that true success in any organization, be it a corporation, small business, nonprofit, network marketing, the military, the arts, or any other venture you might name, is driven first by a competent and confident leader. We'll examine this idea in later chapters, but here in this episode we're shown Captain James T. Kirk in one of his finest hours as a leader.

In all of Captain Kirk's interactions with his crew as well as with others, he exudes an inner calm and confidence, the result of his complete command of his own technical and tactical skills, as well as full self-awareness which allows him to monitor and control his emotional responses in this dangerous and high-pressure situation.

We're also going to see:

- Kirk's encouragement of differing opinions;
- His complete rejection of bigotry and race hatred;
- His demonstrated confidence in the members of his team;
- His willingness to accept full responsibility for his actions and their consequences;
- His reliance upon his friends and confidants for support; and
- His respect and graciousness, even towards avowed enemies.

Didn't know that you could find so many leadership lessons in one episode of a sci-fi series more than half a century old, did you? Well, here we go - "brace for impact!"

=====

What Happens And What It Means:

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