Guy Spier

Speaks to the

VALUE INVESTOR CONFERENCE.com
Why are you here?
Why am I here?
The Pilgrim's Progress from This World, which is to come:
Delivered under the Similitude of a Dream
Wherein is Discovered, the Manner of his Setting out, His Dangerous Journey; And Safe Arrival at the Desired Countrey.
Free Money
Berkshire Hathaway's insurance float$80 billion
Warren Buffett as a philosopher of practical capitalism
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
Power vs. Force: The Hidden Determinants of Human Behavior

David R. Hawkins, M.D., Ph.D.
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?