

Who Owns the Ice House?

Discussion Questions

1. "The ability to choose the way we respond to our circumstances is perhaps the greatest power we have." Do you agree or disagree with this statement? Why? Illustrate how choosing a response in your own life changed your circumstances or led to your personal growth.

2. How might working side-by-side with someone who sees the world differently than you do influence the way you see the world?

3. Uncle Cleve "was curious and his mind was constantly engaged, perpetually searching for solutions to the problems of others within his community." What are you curious about? How often do you pursue your curiosity? Why?

4. "For many it is the internal barriers, the self-imposed limitations that must be overcome in order to succeed." Do you agree? Why or why not? How might self-imposed limitations be overcome?

5. Uncle Cleve was a self-directed learner, seeking out every opportunity to satisfy his curiosity for learning about the world around him. Do most people intentionally seek out knowledge about the world around them? Why or why not?

6. Uncle Cleve could see the change around him, and he prepared for it. Why is preparing for change important? How has the world changed in terms of information and resources since Uncle Cleve's time? What impact does such a change have on our ability to learn?

7. Recognizing the power of observing and listening, Uncle Cleve learned a lot from other people. What are some examples in your life when you used something you learned from someone else?

8. In your own words, define wealth. What are the differences between having wealth and having money? Is it possible to have one without the other?

9. Uncle Cleve “spent his time and energy [and money] only on things that would improve his life in the long term and lead him toward his goal.” Do you think this is a worthwhile approach to life? Why or why not? How can you tell if this approach to life is going well?

10. Clifton says, “I knew that my clients would be buying me and my reputation, not just the machines I was offering.” Do you agree with him that clients buy more than the product or service? Why or why not?

11. “Uncle Cleve was known as the man who kept his word.” What are you known for?

12. Consider your vision and goals. Why is a support network important to you? What is required to build a support network? Who are the key people in your support network? How did they come to find their place there?

13. Clifton says, “To contemplate quitting is human. To persist and not give up is entrepreneurial.” What does it feel like when you persist and accomplish something? What strategies do you use to help you persevere?