

**PAUL MARTINELLI ON INVESTING  
IN YOURSELF, NEVER AGREEING  
WITH YOUR LIMITATIONS, AND  
PRICING YOUR SERVICES**



[L3Leadership.org/311](https://L3Leadership.org/311)

**ABOUT PAUL:**

Paul Martinelli is an internationally acclaimed speaker, trainer, mentor, and coach who truly believes that if you can dream it, you can do it. His awareness and ability to apply the success strategies and principles that he has learned and taught to others, led to Paul's success in life and business, including building 5 multi-million-dollar companies. He is the Founding President of the John Maxwell team and now leads the Empowered Living community, a global platform of more than 2.3 million followers, providing personal and professional development training and education to help individuals and businesses build and grow beyond their current results. Having worked his way up from mop bucket to multi-millionaire, Paul has practiced and proven what he preaches.

**5 KEY TAKEAWAYS:**

In this episode of the L3 Leadership Podcast, Paul talks about self-confidence, how his childhood experiences formed him into an entrepreneur, dreaming big, and making it big in his endeavors.

1. He talks about how Napoleon Hill's book, Think and Grow Rich helped him grow as a person.
2. Paul shares his beliefs surrounding risk.
3. He discusses how Bob Proctor changed his life.
4. He highlights how crucial communication is to selling your value.
5. Paul gives advice to listeners about pricing your services.

**"Find one thing and master it."  
-Paul Martinelli**

**CONNECT WITH PAUL:** <https://paulmartinelli.net/>  LinkedIn  Facebook  Instagram  YouTube  TikTok

Thanks for tuning into this week's episode of the L3 Leadership Podcast. If you enjoyed this episode, please head over to Apple Podcasts, Stitcher, or Google Play to subscribe and leave us a rating and review.