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Providing Clarity, Promoting Intelligence

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Welcome to the latest and greatest. . .

The **Self-Development** column introduces readers to the rise of technological trends that are going to impact our lives in dramatic ways. Read carefully what I have to say to capitalize on the changes ahead.

The **Elephant in the Room** column provides ten facts that strongly suggests voter fraud on a massive scale took place in the Presidential election of 2020 -- at least on a circumstantial basis. But the evidence is overwhelming.

The **From Ara's Journal** column is my attempt to talk about what it's like to be suffering from the Coronavirus. On this, I can speak with authority, while being the first to admit I am only one voice among many.

Want to elevate the power of your ability to express yourself? Good. See **The World of Words** column.

OK, let's get started.

Ara Norwood



Self-Development

Here's What's Next

I credit Peter Drucker, with whom I was fortunate to study with in graduate school, for introducing me to the term *discontinuity*.

A discontinuity is a sudden, radical change in the natural order of things. It represents a seismic shift in the way society, and culture, and even civilization is situated. A few examples from history may be in order to help cement the concept:

During the dawn of civilization, or perhaps even in eras that may better be called "pre-civilization," the norm in society was the *hunter-gatherer culture*, where small bands of about 50 people roamed the land. There was no theft among these people because they

didn't have any possessions worth stealing. The men were hunters. They would chase down their prey, kill it, and drag it back to camp. The furs of beasts were used for clothing, the meat for food, the bones for tools or weapons.



Enter some genius who figured out that by planting seeds in the ground, one could grow their food in their own backyard rather than chase their food. That very moment represented a discontinuity – a startling disruption that changed society! We quickly became an *agrarian society*. Wealth became a matter of land and farming (i.e., a king ruled a kingdom – a boundary of land). But this new order of things brought new challenges. Unlike the Hunter-Gatherers who were nomadic, and always on the move, agrarian societies were stable. They stayed in one place, and they were now in close proximity to their animals. This brought with it the presence of new forms of disease.

And then, with the invention of the steam engine (which gave birth to the first industrial revolution) followed by the harnessing of electricity (which gave us the second industrial revolution), we experienced another massive discontinuity. Up sprang factories, and with them, the processes of standardization, systemization, duplication, and the like. Assembly lines became in vogue. No longer was land the dominant sign of wealth. Instead, land was jettisoned by oil. We entered the *Industrial Age*.

Most recently we have undergone another discontinuity, one involving things like information, and a new digital world. This new discontinuity has seen the rise of knowledge workers, who rely on their brains more than their backs. We are in a *Knowledge Age*, or, if you prefer, an *Information Age*.

So what's next? What can you do to prepare for the next discontinuity?

Well, let's see if you are serious about knowing.

What if I told you that those who will thrive and capitalize on the next big opportunities will have to master Mandarin Chinese? Would you take the time to learn that language? Or is learning Chinese simply too difficult a task?

Fortunately, you won't actually have to learn Chinese.

But you will have to know something about the following:

- Quantum Computing
- Artificial Intelligence
- Robotics
- Networks
- Sensors
- Virtual Reality
- Augmented Reality
- 3D Printing
- Blockchain
- Nanotechnology
- Biotechnology

And what is of particular interest is to consider a concept called *convergence*.

If I were to say, "City Hall saw an instant convergence of the police, the sheriff's, and SWAT on all sides," you would understand instantly what I meant.

Let's look at it another way. If I asked you what happens when you blend yellow paint with red paint, you would reply that you get orange paint. And if I asked you what happens when you blend green and blue paint, you would probably correctly predict that you'd get purple. In other words, putting two distinct things together and blending them gives you a third thing.

Now let's ask ourselves, what happens when you find a creative way to mesh Blockchain with Augmented Reality? You will get something, but what?

How about interspersing Nanotechnology with 3D Printing? What are the possibilities?

What about combining Artificial Intelligence with Robotics and Sensors?

The combinations are endless. We frankly don't fully know the answers to these questions. We are only now starting to experiment with such configurations. Only time will tell what the possibilities are.

So where do you start? Memorize the 11 technologies I have mentioned above. Do some basic research to begin to get familiar with what they mean. Read any articles in magazines or trade publications you see that discuss them. The more time you spend with them now, the greater the intimacy and familiarity you will eventually acquire. Take a class on the subject of any of these converging technologies. They are coming into our world whether you are paying attention or not. So pay attention. Doing so will provide you huge dividends in the years ahead. You will be at the vanguard. You will not be left behind.

Now do it.

The Elephant in the Room

The Election That Defied The Odds

"We have put together, I think, the most extensive and inclusive voter fraud organization in the history of American politics."

Joe Biden



Let's review the 2020 Presidential Election, an election that was (and remains) highly suspect. For those readers that voted for Joe Biden, and who imagine there was nothing fraudulent about the election, consider these inconvenient facts.

- Fact 1: If a sitting President runs for reelection and loses, it almost always means he failed to receive as many votes as he did the first time around. But if a sitting President runs for reelection and receives even more votes the second time around, it almost always results in his being reelected. In the 2020 election, Donald Trump not only added a windfall of 10,000,000 votes to his 2016 numbers, he absolutely shattered the record for the most votes ever cast in U.S. history for a sitting president. **And yet, he still lost the election!** How could that be?!
- Fact 2: No sitting president in U.S. history has lost reelection if more than 50% of the country claims they are better off now than they were four years ago. A Gallup

Poll conducted in September indicated that a whopping 56% of Americans agreed they were doing better after 4 years of President Trump. If history is any guide, this meant that Donald Trump would win reelection handily. **Yet he didn't.** Apart from voter fraud, how does one explain that?

- Fact 3: If history is any guide, the performance of the S&P 500 during the 3 months prior to the election has predicted whether an incumbent president would win reelection. In fact, this indicator has been 100% accurate since 1984 (and 87% accurate since 1928). If the S&P is in positive territory by the end of those 3 months, then the incumbent party is the winner. On the last day of trading in July (the start of the 3-month window) the S&P 500 closed at 3,271. On the Monday before the 2020 election (the end of the 3-month window), the S&P 500 closed at 3,310. This indicator pointed to Donald Trump's victory. **Yet somehow Joe Biden won. . .** To call this odd would be a colossal understatement.
- Fact 4: When two candidates for President have very different levels of enthusiasm from their supporters, the candidate with the greater amount of enthusiasm from their base wins. That's always been the case. Donald Trump's approval rating from Republicans was at an astonishing, through-the-roof figure of 91% for the first half of 2020. In fact, President Trump's average level of support from Republicans is higher than for any president of either party since Eisenhower! In other words, while Trump voters were at a 76% enthusiasm rate, Biden voters languished at only 49% -- a 27% gap. This is an indicator that almost always points to who the winner of the election will be. **Yet once again, Biden defied the odds here as well.** Apart from voter fraud as the likely explanation, I have yet to hear anyone provide a cogent explanation of how this could possibly have occurred.
- Fact 5: The folks at Gallup have noted that "All incumbents with an approval rating of 50% or higher have won re-election." Note that they said "all," not most. President Trump's approval rating was at 52% the day before the election. Thus, according to Gallup, Trump would win the election handily. And yet he lost! **Joe Biden is the first politician in history to defeat a sitting President who had an approval rating above 50%! How did Joe Biden do it?**
- Fact 6: Considering Biden's voters were largely unenthusiastic about their candidate, somehow, inexplicably, these uninspired voters showed up in record numbers, in spite of their lack of enthusiasm – to the tune of 80 million votes – an unheard of number! **Biden somehow managed to pull in 15 million more votes than did Barack Obama in his re-election of 2012! Really?!** Voters view Biden as more of a messiah than they did Obama?
- Fact 7: Here's another indicator of Presidential elections: certain states, if won or lost, are highly predictive of election results. Two states in particular, Ohio and Florida, are considered "must win" by every presidential candidate. Losing either of those states puts a candidate in a difficult predicament. Lose them both and you can kiss the election goodbye. That's the way it's been for 60 years. In fact, with the exception of 1960, that's the way it's been for a century! Joe Biden lost Ohio by 8 points, which is a lot. And he lost Florida by 3. Yet he won the national election. **That is yet another incredible shot-in-the-dark bulls-eye for Mr. Biden.** Apart from rampant voter fraud, how does one explain this?
- Fact 8: In addition to the singular importance of the state of Ohio and the state of Florida, there are certain counties across the country that are telltale in terms of their predicting election success. We call these "Bellwether Counties." There are 19 bellwether counties in particular that have nearly perfect presidential voting records over the last 40 years, so let's focus on those 19. How many of them did Biden win? How many of them did Trump win? Biden, it turns out, lost all of them save one – Clallam County in the state of Washington. And Biden barely won that county – by a mere 3 points. **Trump won all of the remaining 18 bellwether**

counties – and did so by a huge margin – over 16 points on average. These numbers clearly point to a Trump victory – and yet Biden, somehow, managed to defy the odds yet again! (And even when we expand the list of bellwether counties to a larger pool, say, 58 of them, the result is the same: Trump wins 51 of them by an average of 15 points while Biden only wins 7 by around 4 points – **yet Biden still pulls off the unthinkable!**)

- Fact 9: Donald Trump is one of the few incumbent presidents in U.S. history to lose his re-election while his own party gained seats in the House of Representatives. **That is virtually unheard of.** In other words, the Democrats had an overall horrible showing and were repeatedly swatted silly in almost every race imaginable – suggesting the American voter soundly taking the Democrats to the woodshed for touting radical notions such as defund the police and soft-on-crime proclivities and socialist nonsense and anti-American sentiment – except when it comes to the office of the President, in which case the majority of Americans suddenly wanted socialism and the Green New Deal.
- Fact 10: One final metric that is highly predictive of election success concerns Primary voting results. For instance, there has never been a case in which an incumbent who has received 75% of the total primary vote has lost re-election. It's simply never happened. So how did Trump fare with the Primary vote? Did he score the magic 75%? No. Trump scored 94% of the Primary vote, which is the fourth highest of all time. In fact, Trump set a record for most primary votes received by an incumbent: 18 million. (The previous record, held by Bill Clinton, was half that number). **Yet in spite of this slam-dunk indicator handing the victory to Trump, the victory mysteriously went to Biden.** . . . How is that possible?

Any one of the above ten facts would, in isolation, be extremely strange and perplexing. Allowing for 4 or 5 of them would be astonishing, mind-blowing, and paranormal! But all ten? It defies any sense of reality!

But what is even more strange than the above ten facts is that the media appears wholly uninterested in any of this. The media are not even slightly curious.

I can't decide what is more outlandish: the fact that Joe Biden defied all odds ten separate ways, or that the media is entirely aloof about it. . .

Fraud? Corruption? What else could it be? I rest my case.

And that, my friends, is the latest elephant in the room.

Shameless Plug Want to Succeed at your Next Job Interview?

With the COVID-19 pandemic going into its 6th month, many people have become displaced in their jobs. You may have lost your job, or perhaps you may be vulnerable to losing your job in the near future.

While you will be scrambling to start interviewing with prospective employers, it may have been some time since your last interview, and you may be rusty.

You may well benefit from my Special Report, [**Your Interview Roadmap**](#).

Let's face it: if you hired me to coach you through the process of an effective interview, the fee would run into the hundreds of dollars. And spending hundreds of dollars when you are unemployed (or about to become unemployed) is a difficult thing to do. I wrote this Special Report so that for less than \$100, **in fact, less than \$50**, you would have access to the golden nuggets that, if followed, would greatly put the odds in your favor that you'll perform brilliantly at your next interview. And every interview after that.



Just ask D. Smith of Santa Clarita who bought my Interview Guide and successfully landed a job soon thereafter:

"I purchased Norwood's interview guide last month and it's amazing! He goes through the processes step-by-step and you end up with not only the skills that will get you that interview, but the strategies necessary to be confident so you succeed in your interviews resulting in you receiving job offers (yes, offers)."

At over 12,000 words and with six appendices, this guide book will open your eyes to what really goes on in the world of interviewing from both sides of the table, and will prepare job seekers to hit it out of the park 80% of the time. (OK, more like 90%, but I prefer to be understated.)

If you've done poorly in job interviews in the past, you can turn it around. The answers are there. Take action! [Click here to get started](#). You won't regret it!

From Ara's Journal

Feeling the Effects of COVID-19

So here I am, writing this from a borrowed bedroom in a far away city while on quarantine. I am a statistic -- one of the latest victims of COVID-19.

I must admit I'm a bit surprised. I never imagined I would get this disease. But I have it and so I have to deal with it. It came at a very inconvenient time. It has taken me out of play. I cannot do the things I am here trying to do because of the quarantine. I am confined to a small bedroom, courtesy of the home owners who are kindly looking after me, plus a bathroom room right across the hall.



I started noticing the symptoms a week ago on Saturday, but the symptoms were quite mild, so mild that when I considered the possibility it might be Coronavirus, I brushed that thought aside. I merely felt a little stiff and a little lazy. These symptoms continued on Sunday and became a tad bit more pronounced on Monday. That evening, I checked myself into an Urgent Care and had a Rapid Test conducted. In mere minutes I was given the verdict: "You have Coronavirus, Mr. Norwood, and will have to be on a strict quarantine for the next little while."

I taught an online class Monday night. Tuesday morning, I woke up in agony with severe back pain. I almost snapped at the home owners to bring me Tylenol and Ibuprofen immediately, so intense was the pain, it was almost unbearable. But other than that one moment, having Coronavirus has not been horrific. It's not anywhere near as intense as a bad flu. There are no severe body chills to speak of, I have not lost my sense of smell or taste, I have not been sick to my stomach. My appetite has been only slightly less than what it would normally be. The main symptoms have included extreme fatigue, and a general lethargy, plus a slight uneasiness when I inhale deeply.

Today is the 10th day since I first began noticing symptoms. Every day I wake up wondering if the symptoms will have subsided. And every day I am uncertain at first. But as the day evolves, I usually can sense that I am not yet out of the woods. So I patiently wait for a new day, hoping for healing. One cannot rush the process.

Process is precious.

The World of Words

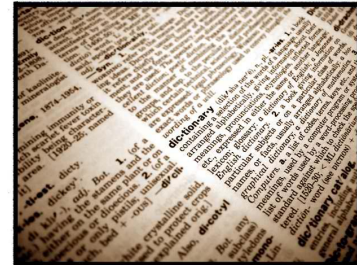
Eclipses

Building Your Power of Expression

Eclipses, v. [with object]

Pronunciation: ə 'klypsɪs

Meaning: We usually associate an eclipse with heavenly bodies, celestial orbs that pass in front of one another and obscure the light of the sun or the moon. I use the term here in the sense of any kind of prioritization that prevents someone or something from maintaining its station.



Usage:

- *His performance eclipses his previous best by a wide margin.*
- *The state of the economy eclipses the environment as the key issue.*
- *The need for food eclipses the need for recreation.*

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