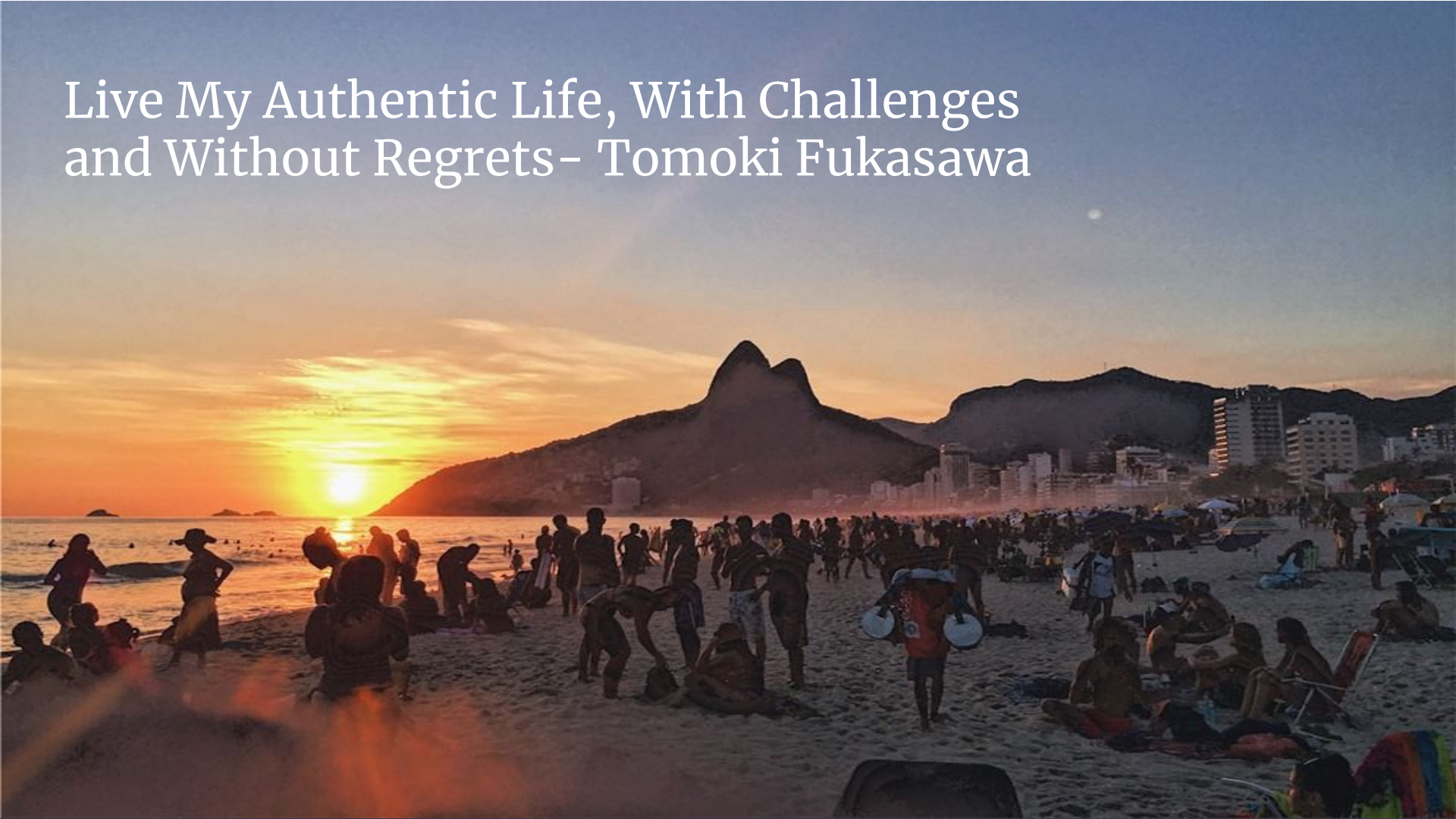


Live My Authentic Life, With Challenges and Without Regrets – Tomoki Fukasawa



My Story



“Living outside my comfort zone” is my life motto and is embedded into my mind as I live everyday. I managed to discover the importance of living life through new experiences during my gap year right after college. Traveling the world, meeting new people, being exposed to different perspectives and helping those in need have all brought meaning to my life.

But right until my university I was ordinary, living a life that looked ideal to other people.... Living the life that society expects. Getting into a major college, meeting the love of my life, and finally working for a multinational corporation which would bring stability till I die. This was all an illusion, NORMAL is now something I shy away from.

I want to live life the way I believe and vision. Traveling the world and listening to experienced people made me realize that life is short. Thus, I want to live life to the fullest so when the end is near I will have no regrets. That is why I am starting the 5Ps of my life, so I can have a guideline to the life I want to live.

Passion: Building Relationships



Connecting with people is essential to me and is something I enjoy most about life. I truly believe that each person I meet opens the door for new experiences and perspectives. Everybody is different and has their own unique background and skill set. Learning about people that I respect and trust, allows me to experience new worlds that I was never accustomed to before. And sharing those experiences with the people around me is priceless.

Moving to Vancouver and attending the University of British Columbia had completely changed the way I viewed human connection. I was lucky enough to be in a university that hosted students from 150 different countries and learn from a lot of them.

There I was exposed to new cultures and perspectives, experienced things I would have never done domestically, and most importantly built family relationships with close friends that will last forever. Now I can proudly say that I am a global citizen, having the knowledge and appreciation to adapt to different cultures and people. It is a skill set of mine but also something that I purely enjoy and value.

The experience in Vancouver had guided me during my gap year around the world. It was a year where I was able to challenge myself and was able to visit countries in order to have new experiences. After the last 5 years my life has never been the same.

Passion: Going on Adventures



A *Initiation* is a life experience that changes an individual so that they are no longer the same as before. The backpacker's life was my initiation and after having a taste of it there was no going back.

After college I decided to go beyond my expectations and take a year off to go travel around the world. I had the opportunity to visit more than 15 countries spanning 4 different continents. This is when I discovered the importance, joy and thrill of living outside of my comfort zone.

There were so many opportunities where I had pushed my limits and stuck with my decision. As a result I learned extra lessons and found joy in new challenges to the point I was enjoying the adrenaline rushing through my body. From paragliding in Nepal, trying to dance in Brazil, asking a girl out in a restaurant in Italy, getting chased by monkeys in Thailand, the list just goes on and on.

Before the gap year, I favored staying within my shell and not even taking a peak of the outside world. I enjoyed the comfort living, the life I am use to. But traveling gave me the confidence to tackle new challenges face to face and has forced me into a positive direction in life. Now I believe without facing new obstacles and overcoming those hurdles, a person is never able to grow.

Going on adventures taught me the greatest lessons, and as a person I was able to grow exponentially. I would never stop exploring.

Passion: Connecting With the World



Have you ever looked at a mountain, and was speechless by its presence? The Annapurna Mountains in Nepal gave me an entirely new perspective on life. This was the moment when I realized how small my presence was in the context of the entire world and this changed the way I would view nature. Nature maybe the only thing in the world that provides both peace but is also a journey that can be challenging.

Nature at its purest form is peaceful. I began to notice the importance of consistency that nature provides. In a world where everything is moving around me, nature sits still and provides freedom and calmness in my mind. The beauty of the mountains, the sound of the waves, all allow me to escape the chaotic world. Nature brings balance and compliments my hectic lifestyle in the city.

However, nature also provides a challenging journey. You aren't able to have a look at the best view from the bottom of the mountain. It requires time and effort to hike it up. But with great challenge also comes an amazing story and even though it is tiring it can be purposeful.

This aspect of nature connects to my passion of connecting with other people as well. I enjoy creating stories with my friends while on a journey in nature. I believe that in challenging situations human connection deepens. Thus, nature provides an opportunity for a deeper connection with the world as well as bringing peace into my mind.

Passion Grid

I saw that Building relationships, going on adventures, and connecting with the world were what linked all of my passions together

	Building Relationships	Going on Adventures	Connecting with the World
Traveling	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Nature	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
People	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Midterm Purpose: Business (Sales Master)

By 2029 I will become a sales master. I will become the best sales guy that Japan has ever seen.

Sales is a purpose because I am providing a solution for the customer by selling them a unique product. I am ultimately helping a individual with a issue. It also allows me to compete, be creative and communicate with people.

My biggest strength, lies within my passion to build relationships with people and I believe this will help me greatly in my sales journey.

My weakness, is I need to learn everything about sales and the product. I have to learn how to build relationships in business and learn how to be convincing to people in order for them to buy my product.

The products within the IT industry will be my speciality. I need to do sales in a growth industry, where I can work with innovative and creative products. Also it will give me help financially with my other two passions as well.

Skills I will need in order to achieve this goal

- Being able to learn a product effectively and efficiently.
- Learn about the industry and other products that are out in the market.
- Have a sales process that is effective in any scenario, regardless of the product or industry.
- Learn about the SCIENCE of selling. What moves people to buy something? Look into the mind of a buyer. (Book: The Science of Selling)
- Build strong business connections.
- Learn how to talk to business people who have greater experience. (CEOs, managers etc)
- Keep being hungry and competitive, and achieve my sales goals.
- Learn how to speak another language. (Thinking about giving Spanish another chance)

Longterm Purpose Business (CEO of my company)

By 2035, I will start my own company. Find a partner(s) from different fields that can join forces to achieve something great.

My strength by then will be in sales. (stated in the slide before)

My weakness will be the technical aspect of the solution. I do not have the science background to code, create and design. Therefore bring in partners that understand science and design at a high level. (luckily I have candidates already)

Potential Business Ideas (for now):

- Using Blockchain and IoT in international trade to solve uncertainty in financial process.
- Loneliness problem, trying to help people make deeper connections. Try to get people OFF their phones.

Skills that I need to achieve this goal:

- I need a network of people who can support my business.
- Expert in marketing and sales.
- Project management skills.
- Learn relationships between startups and their investors.
- Mentors that can help me in setting up a start up.
- Accounting (high level)
- HR and how to find high level employees.
- I need to learn how to make connections in different parts of the world.
- Analyzing markets and other competition.
- Be a convincing business man in communication
- MOST IMPORTANTLY finding the right partner who is skilled and equally driven/passionate as I am.
- I need to learn how to recruit talented people and get them on board.

My First Venture: REACH

My first venture is called REACH.

Mission: To provide a platform to assist people so that they can build strong social relationships.

GOAL:

- By the beginning of 2021 have a product ready for public. Start marketing the product by March 2021.

Partners:

These guys will handle all of the production

- Liam Butcher (Engineer)
- Prakrit Baidya (Engineer)

Skills that I need:

- Marketing Skills
- Need to understand how to receive funding
- Learn how to manage people

In the last couple of years I have been blessed to meet a vast range of people who have shown me parts of the world that I never could have imagined learning about before. I personally value my connection with people and I truly believe that connecting with people is priceless.

However, I have come to the realization that not everybody can make meaningful connections easily. It is estimated that by 2040, 40% of the Japanese population will live lonely lives. Thus it was essential for me to give back to the community by helping people build strong relationships, something that has helped me throughout my life.

I want our social media site to be the first of its kind, an online platform that gets you OFFLINE. I noticed that there isn't a more casual/deeper level online platform to make friends. Our closest competitor is Meetup, but they focus on larger more organized events that are at high costs.

Purpose: Personal Life

Living life to its fullest

Buy a around the world ticket, and travel the globe for half a year to one year.

GOAL: By 2030, I would been done taking a gap year to travel around the world.

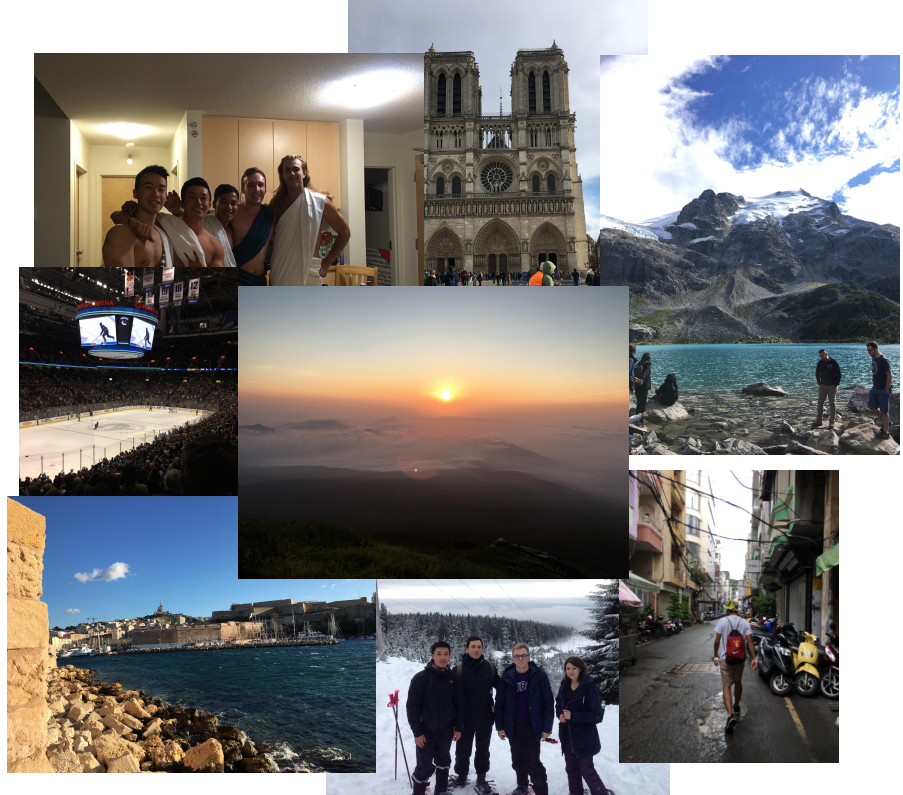
Life goal: Every year at least go on one trip to another country..

Skills that I need:

- Need to save about \$50,000 to keep me going for a couple of months.
- It will be difficult to save as much so investing my money would be essential.
- The persistence to go through. When I am 30 other aspects of life will try to disrupt this goal. I need to make sure that I never give up.

Motivation


- These photos on the right side will remind me of the best time in my life and will make we want to travel around the world again.



Purpose Grid

	Talent	Passion	Pride	Benefits the World	No Conflict
Sales Master /CEO of my company					
1 year trip around the world					
Building a NPO/NGO					

Plan Timeline: Business



2020: Start my sales career at Kenja

2021: Launch Reach

2029: Sales Master

2035: CEO of my own company

Plan: Business

Skills that I want to learn in business:

- 1) Sales: Selling products, building business relationships and handling existing clients
- 2) Strategic Marketing: Solving business issues through creative solutions and strategies.
- 3) Networking: Build strong networks with people in different industries within Tokyo and around the world.
- 4) Negotiating: I need to learn how to negotiate deals, how to convince people to do business.

PLAN

By 2029, I will be an ultimate sales person in the IT industry.
By 2035, I will have challenged myself and started my own company.

1 year goal:

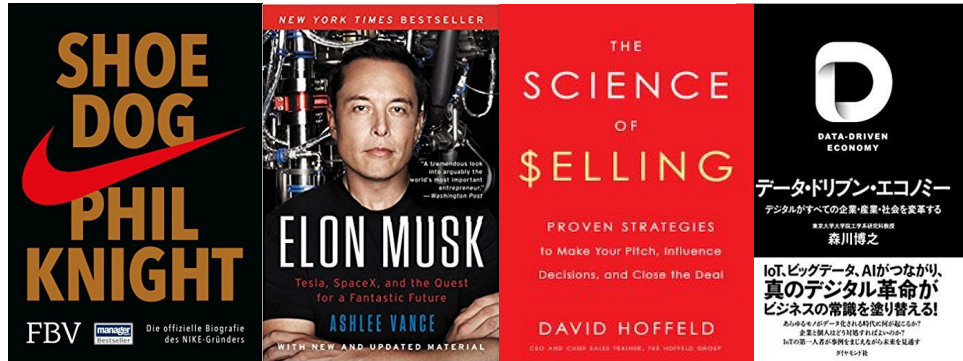
- Start a sales job at Kenja.
- Get experience by joining sales meetings with a respected salesman and learn from them. (Ted)
- Study the IT industry, sales and marketing. Not just studying but also apply them in real business situations.
- Make a sale (Aim for \$50,000 in sales the first year), Atleast \$5,000 worth of sales each month.

5 year goal:

- Build up my own philosophy and skills in sales.
- Capable of teaching people the art of sales.
- Have a strong network with 100+ clients and business partners.
- Have experience in strategic marketing, gain skills on how to approach business problems with creative solutions.

10 year goal:

- Manager of a sales and marketing department.
- Become a Sawbona leader (From Leadership's perfect storm)
- Become one of the leaders in the field of Sales and Strategic Marketing. (teach lectures to a broader audience)



Plan: Personal

Things I need to achieve before traveling for one year:

- 1) Save \$40,000 of expenses + Around the world ticket \$4,000
- 2) Keep being motivated in order to achieve this goal. (Two short backpacking trips per year)
- 3) Start investing in order to have some assets after coming back from the trip.



PLAN

In the year 2027, I will travel for 1 year around the globe.

1 year goal:

- Start investing in the stock market. (20,000 per month) Have a 10% return rate in 5 years.
- Go to India and Laos.
- Save 50,000 yen each month till 2027.

5 year goal:

- Have investment assets worth 2,000,000 yen.
- Successfully climb up to EBC and Kilimanjaro.
- Saved about 3,000,000 yen.

7 year goal:

- Have investment assets worth 3,000,000 yen.
- Go explore the entire world for one year.

The one thing that I must do is go around South America, Asia.

Ultimate Goal:

- Never stop exploring.

Partners

I understand the importance of mentors that have great experience and skills. They teach me material that I cannot get anywhere else. These are the people that will guide me and take me to the next level in order to achieve my goals.

Ted Katagi : Mentor in Sales and Marketing

From day 1, I knew Ted was the guy that I wanted to learn Sales and Marketing. His talent, knowledge and vision all aligned with many of my goals. From the way he teaches me and what he demands of me, I know he will take my skills to high levels and turn me into the sales guy that I want to become. His vision towards the company also proved his eminence leadership skills, and it made me want to follow him. I am excited for the future with his guidance.

Royanne Doi: Mentor in Strategic Networking

I've never seen somebody who can connect people like Royanne. She is talented in communication and networking. I have been learning strategic networking from her and it has been a life changer. Now I have a greater understanding how to make business connections which has led to great connections within couple of months. Her knowledge and wisdom has elevated me to levels I never imagined.

Jenifer Rogers: Mentor in Business Communication

As one of the first foreign women to be appointed to board of a major Japanese corporate, I knew that Jenifer excelled at communicated in adverse environments. As a person who does not identify with Japanese culture it was essential for me to learn to communicate in cultures I am not use to. Jenifer is currently teaching me how to use empathy in business.

Persistence

My self definition: Never stop exploring, always appreciate others, always swing the bat to aim for a homerun (Become that CEO that changes the world for the better)

How I will tackle my demons:

Whenever I tell myself I can't do it

- **"Look back at high school when everyone including me told me I couldn't make it... couple of years later I proved them wrong. Getting into one of the top universities in the world, chasing my goals as a young adult."**

Whenever I make a mistake

- **"I learn from my mistakes. The second I stop making mistakes I will stop improving."**

The expectations from others

- **"It's my life, I've always been against the tide. Just look back to the time when I took a gap year to travel. Many people thought I was irresponsible, that doesn't matter that was the best year of my goddamn life."**

Laziness

- **"My least favorite word, the day I truly become lazy is the day that I stopped exploring."**