



STUFF

What timing! Here in Australia we have just put a federal election to bed. Without partisanship, I can report with certainty that the winner was RELIEF. Not so much in the outcome as in the fact that it's over and done with. And with that comes confidence. Uncertainty in the electorate in the lead up was responsible for business holding its collective breath. There is now, definitely something in the air worth breathing and far more palatable than the odour of BS. The good news is that we are about to kick off a new fiscal year. I've always made an effort with these bulletins to inspire rather than motivate because it's more enduring. Long after the adrenaline has worn off, you need to be prepared and have a plan. That is confidence right there and that keeps you in the game. This is not about perfection. That's an ideal or even a fantasy. Excellence however is possible and preferable but never an accident. It takes planning, courage, belief and resolve. As the EOFY beckons, I'll offer some inspiration from some great folks that reflects these qualities.

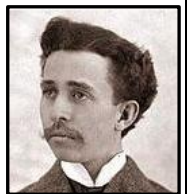
NFL IMMORTAL VINCE LOMBARDI IS WORTH KNOWING ABOUT. HE COACHED THE GREEN BAY PACKERS TO WIN THE FIRST TWO SUPERBOWLS. "I firmly believe any man's finest hour, his greatest fulfillment to all he holds dear is that moment when he has worked his heart out in a good cause and lies exhausted on the field of battle. Watch your thoughts, They become your beliefs. Watch your beliefs, they become your words. Watch your words, they become your actions. Watch your actions, they become your habits. Watch your habits they become your character. If you aren't fired with enthusiasm, you'll be fired with enthusiasm. If you are right all the time you aren't taking enough risks". "I'm here because we win. You're here because we win. When we lose we're gone". That's a wakeup call because 'immortal' is a bit like 'perfection'. It's an illusion.



Brian Tracey speaks of an **'INCOME THERMOSTAT'**. He explains that whatever you either consciously or unconsciously set as your income thermostat, your behaviours will automatically regulate your outcomes to align with your expectations and comfort zones. To that, I would add 'fears.' This is why I suggest you never worry about what a colleague, rival or some ethereal benchmark suggests is possible. Rather, focus on what you personally are capable of. Tap into the air of confidence right now and don't be distracted. Tracey says, " Top people know exactly what they will earn each year. The rest have no idea until they get their group certificate and then they can see what happened." **THE FUTURE BELONGS TO THE COMPETENT**



To the right is **J.C. PENNY** the founder of the chain of stores that bear his name. Believe it or not, his middle name is "Cash." What a time to be reminded of his most famous quote; **"Give me a stock clerk with a goal, and I will give you a man who will make history. Give me a man without a goal, and I will give you a stock clerk.** So - got your goals for the new fiscal year ready yet? If you have - great. You're in the vast **minority**. If you haven't - why not? Is it aptitude or attitude? If you're a leader and your year wraps up better than the previous year, oddly enough, you are at greater risk. The most damage is done at speed.

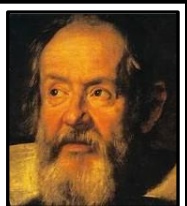


Have you heard the expression "Freudian slip"? Sigmund Freud was the father of psychiatry. The man to the right is not Sigmund Freud. He is **Andrew Denton**. He is, to my mind, the finest interviewer I have ever seen. Why? Because he has a lot in common with Sigmund Freud in that he has the capacity to cause his guests to make Freudian slips. Consider the title of one of his TV shows; "Enough Rope." Consider the rest of that old saying. Freud discovered that if a psychiatrist could create an environment whereby the patient could speak freely about themselves, that they would eventually make a "slip". The slip reveals their true and innermost thoughts and feelings. This "confession" allows the psychiatrist to provide solutions in the way of treatments. Denton, (throw Frost and Parkinson in but Andrew's the best) perfected this as an art form. The fringe benefit is trust and the resulting reputation that goes with it. If you are in sales, service or hospitality, if you lead a team or need to be convincing in your sphere, **you must tap into this quality**



'PRESSURE & STRESS IS THE COMMON COLD OF THE PSYCHE'

The man to the right is Galileo Galilei. To my mind, he epitomises the courage required for the discovery process. His revelations were made during a period of history where suggesting anything outside mainstream doctrine was considered heretical. The PC of the day perhaps. He was actually imprisoned for it. Here's a couple of his personal insights; **"Measure what is measurable - and make measurable what is not."** Good advice for managers right there. Example: morale. **"I've have never met a man so ignorant that I couldn't learn something from him."** Now that's pragmatism. On the opposite side; **"You cannot teach a man anything. You can only help him discover it within himself"**. That's good advice for leaders .



Translating the wisdom of the ages into daily actionable strategies is the challenge. So many are locked into routine and held captive by busy-ness that they miss opportunities that are only visible at a slower speed. These five iconic characters, so different from one another, share a trait that binds them to fame and avoids this pitfall. That trait is insight. To use it requires a time out. You have to believe you have that time in order to make a decision to use it. If you don't, be assured that something or someone will intervene. Recovery or survival is now also time consuming.



IF YOU HAVE A PULSE - YOU HAVE A PURPOSE

"DEPRESSION IS JUST ANGER WITHOUT ENTHUSIASM". STEVEN WRIGHT