

## Happy April 1<sup>st</sup>

The first quarter of 2012 is gone and it is never coming back. You will be pleased to know that this is National Sex month – always wondered when that was and the big one – National Frog month. Take your favorite Frog to lunch this month.

## Congratulations

**“If it is to be – it is up to me!”**

ALP = Advanced Leadership Program  
CLP = CommScope Leadership Program  
ELD = Enterprise Leadership Development - CommScope  
EMP = Executive Management Program  
IMP = In-house Management Programs  
MCG = Managing Change Workshops  
PSP = Professional Sales Program

CABE, Jerry – (MCG-1) – is now Regional Director of Human Resources Americas – Morgan Engineering Materials, (MEM), 251 Forrester Drive, Greenville, SC 29607 – Bus – 864-284-4689 – Cell – 864-404-1391 – [jerry.cabe@morganplc.com](mailto:jerry.cabe@morganplc.com).

FLANNERY, Thomas – (IMP) – is now Regional Sales Manager – Oldcastle Precast, PO Box 727, Pleasanton, CA 94566-0868 – Bus – 925-846-8183 – Cell – 909-553-4732 – [tom.flannery@oldcastle.com](mailto:tom.flannery@oldcastle.com).

FRITZ, Lanz – (EMP-14) – is now Chief Operating Officer and Chief Financial Officer – StormwaterRx, 122 SE 27<sup>th</sup> Ave., Portland, OR 97214 – Bus – 503-233-4660 – Cell – [lanz@stormwaterx.com](mailto:lanz@stormwaterx.com).

GARRETT, Jerry – (CLP-3) – is now CEO & President - SPC Innovative Solutions, 8540 Hedge Lane Terrace, Shawnee, KS 66227 – Bus – 913-428-4577 – Cell – 828-404-5887 – [garrett@spc.net](mailto:garrett@spc.net)

## Retirement

AUSTIN, Bob – (PSP-04) - after 7 years as Regional Sales Manager Bob has retired from De-Sta-Co. He is retiring to 112 Sherman St., Healdsburg, CA 95448 – Tel – 707-486-0160 - [bobcat112@gmail.com](mailto:bobcat112@gmail.com). Like his email name!

BLOHM, Mark – (EMP-18) – Vice President Finance has retired from Tulsa Winch, Inc. after 25 years, 5 months, 10 days and 8.5 hours. (That’s the problem with those Finance types they can’t be precise!) His new email address is [mblohm54@hotmail.com](mailto:mblohm54@hotmail.com). Have fun in your retirement!

## TN Hound Dogs

Hound dogs are respected and revered here in TN. The other noon I took a video of two of our finest hound dogs having lunch. Please click on the link below to watch.

[http://www.youtube.com/watch\\_popup?v=EVwlMVYqMu4&vq=medium#t=125](http://www.youtube.com/watch_popup?v=EVwlMVYqMu4&vq=medium#t=125)

## Seminars Starting In 2012 - 2013

### Executive Management Programs

#### Class 41

- ▶ Week 1 – Jul. 23 – 27, 2012 ◀
- Week 2 – Oct. 22 – 26, 2012
- Week 3 – Feb. 18 – 22, 2013
- Week 4 – May 20 – 24, 2013
- Week 5 – Aug. 12 – 16, 2013

#### Class 42

- ▶ Week 1 – Nov. 12 – 16, 2012 ◀
- Week 2 – Feb. 25 – Mar 1, 2013
- Week 3 – Jun. 10 – 14, 2013
- Week 4 – Sep 16 – 20, 2013
- Week 5 – Dec. 09 – 13, 2013

#### Class 43

- ▶ Week 1 – Feb. 11 – 15, 2013 ◀
- Week 2 – May. 06 – 10, 2013
- Week 3 – Aug. 19 – 23, 2013
- Week 4 – Nov 11 – 15, 2013
- Week 5 – Feb. 17 – 21, 2014

To enroll participants in EMP class or to obtain detailed information please contact Tom Stevens at [inmco@mindspring.com](mailto:inmco@mindspring.com) or call 865-458-3429.

### Professional Sales Program

#### Class 12

- ▶ Week 1 – Apr. 23 – 27, 2012 ◀
- Week 2 – Aug. 13 – 17, 2012
- Week 3 – Dec. 03 – 07, 2012
- Week 4 – Mar. 18 - 22, 2013

(Because this program draws on survey feedback from customers and/or distributors, participants must have established customer/distributor relationships.) To enroll participants please email John Barnes at - [john@jbarnesconsulting.com](mailto:john@jbarnesconsulting.com) or call 423-504-5641.

## Chronological Calendar – 2012

EMP 39/2 – APR 16 - 20  
PSP 12/1 – APR 22 - 27  
EMP 37/4 – MAY 07 – 11  
EMP 36/5 – MAY 21 - 25  
EMP/40/2 – JUN 11 - 15  
EMP 38/4 – JUN 25 - 29  
EMP 39/3 – JUL 16 - 20  
EMP 41/1 – JUL 23 - 27  
EMP 37/5 – AUG 06 - 10  
EMP 38/5 – SEP 10 - 14  
EMP 40/3 – SEP 17 - 21  
EMP 39/4 – OCT 15 - 19  
EMP 41/2 – OCT 22 – 26  
EMP 42/1 – NOV 12 – 16

Do employees of Lipton Tea take coffee breaks?

If Fed Ex and UPS merged would they call it Fed UP?

## Steven's Statement

### Politically Correct

Some of you might have noticed that this April Newsletter is slightly different. The reason. In January, the International Council on Font Discrimination – (ICFD) – met and passed a resolution condemning the use of Times New Roman fonts. The use of Times New Roman was held to be a discriminatory act against Times Old Roman.

In March, the White House printing Czar issued an edict that Times New Roman would not be used in any Federal Government documents from April 1<sup>st</sup> on. Wanting to be politically correct, we decided to do away with Times New Roman in the newsletter. From this point on, we will use Arial and Arial Black. We also assume that our Congressional leaders will soon pass legislation to prevent citizens from being discriminatory.

Our decision was not done lightly. All of our seminar manuals are in Times New Roman. We are busy at work rewriting all of our course manuals and materials. We are surprised that the United Nations has not followed suit and issued an International proclamation. Perhaps the Syrian affair and Iran have gotten them sidetracked.

We sincerely want to apologize to Times Old Roman for our senseless and foolish discrimination all of these years. It just goes to prove that we need government leaders to police our every action.

On another note. As you old newsletter readers remember we announced in April of 2010 that we had become the US distributors for Italian Spaghetti trees. We offered our readers first chance at their own distribution territories. We are pleased to report that all of the available territories were sold in short order. Groves of spaghetti trees are flourishing across this country.

The storms we have experienced here in TN did not damage any of our trees. However, the spaghetti crop came out twisted, especially the 24 inch spaghetti. John Barnes, our savvy marketer, is now offering "wind blown spaghetti" as a delicacy and increasing the price. In fact, "what'shername" and I had "wind blown spaghetti" for lunch yesterday.

The Lasagna Bush and the miniature indoor trees that will produce angel hair spaghetti have taken longer to bring to market. John and I visited the research headquarters of IASG – (Italian Association of Spaghetti Growers) outside of Ravenna, Italy. We were honored by being inducted into the IASG as honorary members. By next April 1<sup>st</sup> both, the Lasagna Bush and the miniature angel hair pasta tree should be ready for export. As usual, our readers will be given the first opportunity to invest.

"No business opportunity is ever lost. If you fumble it, your competitor will recover it." What'shername

## John's Jottings

(Editor's Note – John's Jottings will resume with the May issue. Currently John is in Uzbekistan on a combined consulting and vacation assignment. He hopes to scale Khaznet Sultan before returning. Unfortunately, the internet connections between here and there leave something to be desired. Happy vacation!)

### Words of Wisdome

There are three types of people in this world – those who can count and those who can't.

Five out of four people can't do fractions.

One out of two people have problems with spelling.

### The English Language

You lovers of the English language might enjoy this. There is a two-letter word that perhaps has more meanings than any other two-letter word, and that is 'UP.'

It's easy to understand UP, meaning toward the sky or at the top of the list, but when we awake in the morning, why do we wake UP? At a meeting, why does a topic come UP? Why do we speak UP and why are the officers UP for election and why is it UP to the secretary to write UP the minutes?

We call UP our friends. In addition, we brighten UP a room, polish UP the silver; we warm UP the leftovers and clean UP the kitchen. We lock UP the house and some people even fix UP old cars.

At other times, the little word has real special meaning. People stir UP trouble, line UP for tickets, work UP an appetite, and think UP excuses. To be dressed is one thing, but to be dressed UP is special. A drain must be opened UP because it is stopped UP. We open UP a store in the morning but we close it UP at night. We seem to be pretty mixed UP about UP!

To be knowledgeable about the proper uses of UP, look the word UP in the dictionary. In a desk-sized dictionary, it takes UP almost 1/4th of the page and can add UP to about thirty definitions. If you are UP to it, you might try building UP a list of the many ways UP is used. It will take UP a lot of your time, but if you don't give UP, you may wind UP with a hundred or more. When it threatens to rain, we say it is clouding UP. When the sun comes out, we say it is clearing UP. When it rains, it wets the earth and often messes things UP. When it doesn't rain for a while, things dry UP. One could go on and on, but I'll wrap it UP,

For now my time is UP,

Therefore,.....it is time to shut UP!

"Words are but pegs on which we hang ideas."  
Henry Ward Beecher

## Money

The current US economic crisis has had me worried. However, I am no longer worried as a solution is being prepared as I write. The US Government is concerned that as a result of the economic crisis there would not be a market for US Treasury Bills. Treasury Bills are simply IOU's sold to people or governments with the understanding that the US Government will eventually buy them back. We print and sell Treasury Bills whenever we run out of money – it is the government's way of borrowing.

The Chinese Government now holds 49% of our IOU's – Russia and Japan are the second and third largest holders of our debt. These countries are a bit nervous and not particularly anxious to buy more of our paper.

The solution to this dilemma was solved on March 18, 2011 when the Federal Reserve announced that they had printed \$1 Trillion dollars to be used to buy our debt. No longer will we have to be dependant on foreigners to give us money. What a simple solution and it has been there all along but no one saw the obvious. Several of our more astute members of Congress have seen the brilliance of this plan and are working on legislation to allow US citizens to print their own money.

Think of it – you can't afford something that you have always wanted – no problem – you print the money necessary to buy it. The seller is happy – they have sold their product. You are happy – you now have what you always wanted. The people that made the product are happy – they have been paid to produce the product. Win – Win – Win!

From a business sense look at what it would do. You have products in your inventory that are not moving. No problem – you print some money and buy them yourself. The stimulus affect on the economy would be instantaneous. Members of Congress working on this proposal have carefully thought through the process.

You would buy the paper on which to print your money from the US Treasury Dept. They insist that the quality of the paper should not be downgraded plus the Treasury Dept. would make some money. You would rent your personal printing press from the Commerce Dept. These presses would come in various denominations - \$1, \$5, \$10, \$20, \$50, \$100, etc. You couldn't have someone printing \$13 dollar bills or \$17.96 bills. The Government must ensure consistency. The Commerce Dept. would make some money. Think what it would do for taxes – the Government would not have to be concerned about the percentage of tax they wanted. You would simply print what you needed to pay your taxes or better yet the government would print what it needed.

We have all heard the rhetoric about our dependency on foreign oil. When you think about it, we are dependent on foreign investment to keep us afloat.

Under this plan, we wouldn't need foreign capital. The talk of class warfare or envy would disappear. You want to be a millionaire you could be. Now I realize you might have to spend considerable time running your printing press in order to print enough dollar bills to make a million. Again the genius of the idea – look at the new businesses it would create. I'm already working on a business plan to print your money for you, count it, stack it, etc. The beauty of this idea is that my fee for this service would not cost you anything – I would just run your press a few more hours to pay myself.

What disturbs me is that this simple plan has existed from the beginning of time but no one thought of it. Oh, some gangsters have tried to counterfeit money but it didn't work because it was against the law. Legalize it and the problem is solved. During prohibition alcohol was against the law – boot legging came into being. It wasn't until alcohol was made legal that the alcohol business began to boom. Distilleries, bottle and can manufacturers, distributors, saloons, bar tenders, etc. – providing jobs for thousands of people. In fact, alcoholism has spawned a new profession of counselors and treatment centers.

Legalizing the printing of money would do the same thing by creating new businesses and occupations. By the way – I already have my order in for one of the first \$100 printing presses. I didn't want anyone to think I was too greedy by renting a \$10,000 press. Long live our more astute and brilliant members of Congress.

HAPPY APRIL FOOL'S DAY

"The trouble with this country is that there are too many politicians who believe, with a conviction based on experience, that you can fool all of the people all the time." Franklin P. Adams

"Since politicians never believe what they say they are surprised when others believe them." Charles de Gaulle

"People who know nothing and think they know everything are bound for a career in politics." George Bernard Shaw

"Politics is the art of preventing people from taking part in affairs which properly concern them." Paul Valéry

### Proposed 28<sup>th</sup> Amendment

As you are probably aware, US Members of Congress pass laws and then immediately exempt themselves from these same laws – Social Security, Health Care, etc. The following proposed amendment makes a lot of sense.

"Congress shall make no law that applies to the citizens of the United States that does not apply equally to the Senators and/or Representatives; and, Congress shall make no law that applies to the Senators and/or Representatives that does not apply equally to the citizens of the United States."