

BCS/INM NEWSLETTER

Vol. 5 - Number 10
October 1, 2010

BCS - John Barnes

INM - Tom Stevens

Happy October 1st

The last quarter of 2010 is starting. Are you ready for 2011? Have you minimized your obstacles and maximized your opportunities? What must you do to make this a truly great year? Are you working on your plan for 2011? What worked this year - what didn't work? What have you learned? "Year's end is neither an end nor a beginning but a going on, with all the wisdom that experience can instill in us." Hal Borland

Congratulations

"If it is to be - it has to be me!"

ALP = Advanced Leadership Program

CLD = CommScope Leadership Development

ELD = Enterprise Leadership Development - CommScope

EMP = Executive Management Program

IMP = In-house Management Programs

PSP = Professional Sales Program

SADOVNIK, Rico - (EMP-11) - is now Director of International Business Development - Contech Construction Products, Inc., 9025 Centre Pointe Drive, Suite 400, West Chester, OH 45069 - Bus - 513-645-7311 - Cell - 407-383-5379 - rsadovnik@contech-cpi.com.

Seminars Remaining In 2010

Executive Management Program

Class 34 - One enrollment is open

- ▶ Week 1 - Oct. 18 - 22, 2010 ◀
- Week 2 - Jan. 24 - 28, 2011
- Week 3 - Apr. 11 - 15, 2011
- Week 4 - Aug. 01 - 05, 2011
- Week 5 - Nov. 07 - 11, 2011

To enroll participants in any EMP class or to obtain detailed information please contact Tom Stevens at 865-458-3429 or email him at - inmco@mindspring.com.

CommScope Leadership Development - Class 3 - CLOSED

- ▶ Week 1 - Oct. 25 - 29, 2010 -Knoxville, TN ◀
- Week 2 - Feb. 07 - 11, 2011 - Dallas, TX
- Week 3 - May 02 - 06, 2011 - Chicago, IL
- Week 4 - Aug. 08 - 12, 2011 - Knoxville, TN
- Week 5 - Oct. 10 - 15, 2011 - Hickory, NC

Professional Sales Program

Class 11

- ▶ Week 1 - Nov. 01 - 05, 2010 ◀
- Week 2 - Mar. 21 - 25, 2011
- Week 3 - Aug. 29 - Sep. 2, 2011
- Week 4 - Nov. 07 - 11, 2011

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

Seminars in 2011

CommScope Leadership Development - Class 4 - Closed

- ▶ Week 1 - Jan. 10 - 14, 2011 -Knoxville, TN ◀
- Week 2 - Apr. 18 - 22, 2011 - Dallas, TX
- Week 3 - Jul. 25 - 29, 2011 - Chicago, IL
- Week 4 - Sep. 26 - 30, 2011 - Knoxville, TN
- Week 5 - Dec 05 - 09, 2011 - Hickory, NC

Executive Management Programs

Class 35

- ▶ Week 1 - Jan. 17 - 21, 2011 ◀
- Week 2 - Apr. 04 - 08, 2011
- Week 3 - Jul. 18 - 22, 2011
- Week 4 - Oct. 17 - 21, 2011
- Week 5 - Jan. 16 - 20, 2012

Class 36

- ▶ Week 1 - May 09 - 13, 2011 ◀
- Week 2 - Aug. 22 - 26, 2011
- Week 3 - Nov. 14 - 18, 2011
- Week 4 - Feb. 06 - 10, 2012
- Week 5 - May 21 - 25, 2012

Class 37

- ▶ Week 1 - Jul. 11 - 15, 2011 ◀
- Week 2 - Oct. 24 - 28, 2011
- Week 3 - Feb. 20 - 24, 2012
- Week 4 - May 07 - 11, 2012
- Week 5 - Aug. 06 - 10, 2012

Class 38

- ▶ Week 1 - Sep. 19 - 23, 2011 ◀
- Week 2 - Dec. 12 - 16, 2011
- Week 3 - Mar. 12 - 16, 2012
- Week 4 - Jun. 25 - 29, 2012
- Week 5 - Sep 10 - 14, 2012

Up Coming Seminar Weeks - 2010

- EMP 34/1 • OCT. 18 - 22
- CLD 3/1 • OCT. 25 - 29
- PSP 11/1 • NOV. 01 - 05
- EMP 30/5 • NOV. 08 - 12
- EMP 33/2 • NOV. 15 - 19
- PSP 10/3 • NOV. 29 - DEC. 03
- EMP 31/4 • DEC. 06 - 10
- EMP 32/3 • DEC. 13 - 17

Up Coming Seminar Weeks - 2011

- CLD 4/1 • JAN. 10 - 14
- EMP 35/1 • JAN. 17 - 21
- EMP 34/2 • JAN. 24 - 28
- CLD 3/2 • FEB. 07 - 11 - Chicago, IL
- EMP 33/3 • FEB. 21 - 25
- EMP 32/4 • MAR. 07 - 11
- EMP 31/5 & PSP 10/4 • MAR. 14 - 18
- PSP 11/2 • MAR. 21 - 25
- EMP 35/2 • APR. 04 - 08

How To Survive A Heart Attack When Alone

Let's say it's 6:15 pm and you're driving home alone after an unusually hard day on the job. You are tired, and frustrated – you are really stressed and upset. Suddenly you start experiencing severe pain in your chest that starts to radiate out into your arm and up into your jaw. You are only five miles from the hospital nearest your home. Unfortunately, you don't know if you'll be able to make it that far. What to do? You have been trained in CPR, but the person that conducted the course did not tell you how to perform it on yourself!

Since many people are alone when they suffer a heart attack the person whose heart is beating improperly and who begins to feel faint, has only about 10 to 15 seconds left before losing consciousness. What do you do?

Answer – Do not panic! Start coughing repeatedly and very vigorously. A deep breath should be taken before each cough. The cough must be deep and prolonged. A breath and a cough must be repeated about every two seconds without let-up until help arrives, or until the heart is felt to be beating normally again.

Deep breaths get oxygen into the lungs and the coughing squeezes the heart and keeps the blood circulating. The squeezing pressure on the heart helps it regain normal rhythm. In this way, heart attack victim can get to a hospital.

International Negotiations

www.globalnegotiationresources.com/resources/countries/ - For those of you that have to negotiate on a global basis this web site is excellent – pay it a visit. Thanks to **HOEHLE**, Neil – (EMP-23) - Director, Sales & Engineering – Inpro-Seal, LLC, 4221 81st Ave. West, Rock Island, IL 61201 – Bus – 309-787-4971 – nhoehle@inpro-seal.com.

The Manitoba Herald - as Reported by Clive Runnels

The flood of American liberals sneaking across the border into Canada has intensified in the past week, sparking calls for increased patrols to stop the illegal immigration. The recent actions of the Tea Party are prompting an exodus among left-leaning citizens who fear they'll soon be required to hunt, pray and agree with Bill O'Reilly and Glenn Beck.

Canadian border farmers say it's not uncommon to see dozens of sociology professors, animal-rights activists and Unitarians crossing their fields at night. *“I went out to milk the cows the other day, and there was a Hollywood producer huddled in the barn,”* said Manitoba farmer Red Greenfield, whose acreage borders North Dakota. *“The producer was cold, exhausted and hungry. He asked me if I could spare a latte and some free-range chicken. When I said I didn't have any, he left before I even got a chance to show him my screenplay, eh?”*

In an effort to stop the illegal aliens, Greenfield erected higher fences, but the liberals scaled them. He then installed loudspeakers that blared Rush Limbaugh across the fields. *“Not real effective,”* he said. *“The liberals still got through and Rush annoyed the cows so much that they wouldn't give any milk.”*

Officials are particularly concerned about smugglers who meet liberals near the Canadian border, pack them into Volvo station wagons and drive them across the border where they are simply left to fend for themselves.

“A lot of these people are not prepared for our rugged conditions,” an Ontario border patrol officer said. *“I found one carload without a single bottle of imported drinking water. They did have a nice little Napa Valley Cabernet, though.”*

When liberals are caught, they're sent back across the border, often wailing loudly that they fear retribution from conservatives. Rumors have been circulating about plans being made to build re-education camps where liberals will be forced to drink domestic beer and watch NASCAR races.

In recent days, liberals have turned to ingenious ways of crossing the border. Some have been disguised as senior citizens taking a bus trip to buy cheap Canadian prescription drugs. After catching half-dozen young vegetarians in powdered wig disguises, Canadian immigration authorities began stopping buses and quizzing the supposed senior citizens about Perry Como and Rosemary Clooney to prove that they were alive in the '50s. *“If they can't identify the accordion player on The Lawrence Welk Show, we become very suspicious about their age,”* an official said.

Canadian citizens have complained that the illegal immigrants are creating an organic-broccoli shortage and are renting all the Michael Moore movies. *“I really feel sorry for American liberals, but the Canadian economy just can't support them,”* an Ottawa resident said. *“How many art-history majors does one country need?”* (Courtesy of **HURON**, Paul – (EMP-26) - Director of EMS Sales, Vectron International, 267 Lowell Road, Hudson, NH 03051 - Bus – 603-894-4700 – phuron@vectron.com.) *Everything is funny as long as it is happening to somebody else.”* Will Rogers

Three old consultants are out walking. First one says, *“Windy, isn't it?”* Second one says, *“No, it's Thursday!”* Tom, the third one says, *“So am I, lets get a beer!”* Morris, an 82 year-old man, went to the doctor to get a physical. A few days later, the doctor saw Morris walking down the street with a gorgeous young woman on his arm and said, *“You're really doing great, aren't you?”* Morris replied, *“Just doing what you said, Doc – Get a hot mamma and be cheerful.”* The doctor replied, *“I didn't say that. I said, “You've got a heart murmur - be careful.”*
