

Happy September 1st

September begins on the same day of the week as December every year. No other month ends on the same day of the week as September in any year. Only 152 days left until we celebrate 2013 and Happy New Year.

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

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PIETRA, Guy – (EMP-13) - is now Vice President Operations and Human Resources – Union Metal Corp., 1432 Maple Ave., NE, Canton, OH 44705 – Bus – 330-456-7653 – Cell – 330-284-6616 – pietra@unionmetal.com.

DeanHouston, Inc. Honored

DEAN, Dale – (EMP-10) – President - announced that DeanHouston, Inc. has been named to the Inc. 500|5000 List of Fastest-Growing Private Companies in America. There are currently seven million private, employer-based companies in the U.S. and only seven ten thousandths of a percent (0.0007%) of these companies earned this distinction. DeanHouston is a full-service, business-to-business marketing communications firm. Dale is located at 659 Van Meter Street, Suite 510, Cincinnati, OH 45202 – Bus – 513-421-6622 – Cell – 513-673-6115 ddean@deanhouston.com.

TED Talks

ROEDERSHEIMER, Michael – (EMP-39) – reports that the Science Channel airs a show called “**TED Talks**” that covers the topics of TED.com that have been filmed for TV. This is a “**must watch.**” Mike is Director, Sales & Marketing - Zotefoams, Inc., 55 Precision Drive, Walton, KY 41094 - Bus – 859-647-5561 - Cell – 859-409-2030 – mjr@zotefoams.com.

Seminars Starting In 2012 - 2013**Executive Management Programs****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

Class 44

- ▶ **Week 1** – May 13 – 17, 2013 ◀
- Week 2 – Sep. 09 – 13, 2013
- Week 3 – Dec. 16 – 20, 2013
- Week 4 – Mar. 17 – 21, 2014
- Week 5 – Jul. 14 – 18, 2014

Class 45

- ▶ **Week 1** – Aug. 26 – 30, 2013 ◀
- Week 2 – Nov. 18 – 22, 2013
- Week 3 – Mar. 10 – 14, 2014
- Week 4 – Jul. 21 – 25, 2014
- Week 5 – Oct. 06 – 10, 2014

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

Chronological Calendar – 2012 & 2013

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 ◀

PSP 12/3 – DEC 03 – 07

EMP 40/4 – DEC 10 – 14

2013

EMP 39/5 • JAN 21 – 25

▶ EMP 43/1 • FEB 11 – 15 ◀

EMP 41/3 • FEB 18 – 22

EMP 42/2 • FEB 25 – MAR 01

PSP 12/4 • MAR 18 – 22

EMP 40/5 • MAR 18 – 22

EMP 43/2 • MAY 06 – 10

▶ EMP 44/1 • MAY 13 – 17 ◀

EMP 41/4 • MAY 20 – 24

EMP 42/3 • JUN 10 – 14

EMP 41/5 • AUG 12 – 16

EMP 43/3 • AUG 19 – 23

▶ EMP 45/1 • AUG 26 – 30 ◀

EMP 44/2 • SEP 09 - 13

EMP 42/4 • SEP 16 - 20

EMP 43/4 • NOV 11 - 15

Steven's Statement

In the July Newsletter I raised the question – **“if you knew you could not fail – what would you attempt?”** Did you reach any conclusions?

I want to now discuss the question of **IDEAS**. Where do you get your ideas? When did you last put a new idea into operation? Do you regularly go searching for ideas? Are you an Idea Hunter?

Remember when you were young and in your first job? Remember going home and wondering, **“Why are they doing things that way? There is a better way of doing it.”** However, no one asked you and if you dared suggest a new idea, the **“old hands”** quite often shot you down.

Now that you are a manager, do you have a way to find and explore ideas? A suggestion – why don't you try an **“IDEA FEST.”** Announce to your people that you are going to have a two-hour **“idea fest.”** The rules – everyone must have a new idea. They must be able to answer the question – **“if you could not fail what would you attempt here at work?”** No idea is too far-fetched or ridiculous.

All ideas will be recorded and the **most incredulous will be discussed first and in-depth**. Give an award for the most unbelievable idea.

Einstein said, **“An idea that first isn't considered insane has no hope of succeeding.”** Here are some quotes from the past - 1859 - **“Drill for oil? You mean drill into the ground to try and find oil? You're crazy.”** 1876 - **“The telephone has too many shortcomings to be seriously considered.”** 1895 - **“Heavier than air flying machines are impossible.”** 1899 - **“Everything that can be invented has been invented.”** 1920 - **“The wireless music box has no imaginable commercial value.”** 1927 - **“Talking movie pictures, who would want to hear actors talk?”** 1943 - **“I think there is a world-wide market for maybe five computers.”** 1949 - **“Computers in the future will weigh no more than 1.5 tons.”** 1957 - **“Data processing is a fad that won't last out the year.”** 1968 - **“But what is a micro chip good for?”** 1981 - **“640K ought to be enough for anybody.”**

An **“idea fest”** – what an absurd idea. Einstein also said, **“I have no specific talents – I am just passionately curious.”** Try being young again – have an intellectual curiosity about your employee's ideas. Remember, **“Arrogance kills curiosity.”** If you have the courage to try this foolish idea, I would like to hear from you. **“If you could not fail – what would you attempt to do in your business?”**

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John's Jottings

Yahoo!Finance teamed up with **Parade Magazine** recently to do a job happiness survey. Based on responses from 26 thousand Americans most say they would choose another career if they could. To be factual 59% said they would choose another career! That's three out of five!

When queried about their beliefs on how to get ahead at their company just over half, 51%, said progress was dependent on **internal politics**. **“Hard work”** was the choice of only 27% of respondents - **“Initiative”** and **“Creativity”** garnered even fewer responses, 18%, and 4% respectively.

We can argue about what **“Internal politics”** means, but I bet it is a politically correct way to express frustrations from unsuccessful candidates for promotions.

How would you respond to questions like these? Would you be one of the majority who say they would pursue another career? If so, I have good news for you: you can! Take charge of your own career and get from it what you want from it! Don't be a victim; don't look back and say, **“I wish I had...”**

Let Tom and me help you. We will be glad to send you a Career Manual that will help you seize control of your career and achieve your dreams. If you would like one, or a new one, just send an email to Tom at inmco@mindspring.com or to me at john@jbarnesconsulting.com and we will send it to the address you specify. If you like, we'll even put it in a plain brown paper wrapper!

Another interesting observation - if you lost your job today, how long would your savings carry you? According to the **Yahoo!Finance** survey, 53% of respondents say they have enough savings to last three months or less and an additional 15% say their saving would last 4 to 6 months. In other words, two thirds of respondents would be able to depend on savings for less than six months. Yet, many hundreds if not thousands have been out of work for more than a year in this last recession, from which our economy is still recovering.

In class, you have heard Tom and me recommend a practice for your consideration – set aside 5% from every check you receive into a guaranteed savings account. If you do this, you will not be a prisoner to your job when things get bad. Now you know why.

Seize control of your career and your life! You are the best person to do this; I urge you to do it

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Joining the EMP Athletes

The 2012 Olympics have been placed in the record books and we now have time to prepare for 2016 in Brasil. I would like to take this opportunity to recognize several more Executive Management Program athletes that have been discovered.

COTY, Gilles – (EMP-39) – took up kayaking five years ago in Auxerre, France. In 2010, he decided to try competitive kayak racing. This was the first time he had ever competed in any sport. Gilles competes in both K1 – (one seat) and K2 – (two seat) events. His current record is as follows – 41st in France, 14th in East Country, 3rd in Burgundy and 1st in Auxerre. He finished 20th at the K2 French championships – (3.1 miles) and 6th in the K1 French championships – (.3 miles.) Gilles is competing in a marathon kayak race – (17 miles) - on September 9th. We expect to see him competing in Rio, Brasil in 2016. Keep paddling Gilles and don't drown. Gilles is Development Manager, Industrial Products – Mouvex / PSG, ZI Plaine des Isles – 2 rue des Caillottes, F-89000 Auxerre / France – Bus +33 3 86 49 87 02 – coty@mouvex.com.

NASCA, Carl – (IMP) – completed a bike ride up Alpe dHuez in France to celebrate his 60th birthday. Alpe dHuez is one of the most difficult rated climbs of the Tour de France. It is a 3,600-foot gain over 8 1/2 miles with 21 switchbacks. There are no flat stretches or downhill areas in the climb. Why did Carl do this?

In 2010, one of Carl's college fraternity brothers invited Carl and several other Rensselaer Polytechnic graduates to join him in a bike ride to celebrate their sixtieth birthdays. Carl, is retired and living in Corte Bella, AZ and had not ridden a bicycle since the age of 12. Carl purchased a Trek 5.2 Madone and began training. He recalled that he crashed five minutes into his first ride and found a Corte Bella resident inquiring – "Been riding long?" During his preparatory training, Carl logged 5,276 miles with a number of mountain climbs in AZ. We can report that Carl and his buddies completed the climb. Carl's 1 hour 52 minute climb was the second fastest of the group. (Lance Armstrong's best time on the same run was 38 minutes.) Carl and his fraternity friends are considering next year's Tour de France! Congratulations Carl – not bad for an over the hill, old Polytech grad.

Sky Diving

La ROSE, Jodie – (EMP-23) - helped set a new Canadian record. On July 13, 2012, in Farnham, Quebec 102 skydivers set the Canadian sky diving record for the largest formation. Every skydiver leaving the planes had to make it into the formation in order for it to be an official record. 102 people leaving the planes meant that 102 had to make the formation. It took four planes, flying in formation, to complete the record. Oxygen was turned on in the planes at 12,500 feet and they jumped from 17,000 feet. Everyone in the skydive had to go to their specific "slot." It's not just take anyone's grip and make a formation. Every jumper's spot was precisely planned. The formation is built from the center out. No one that is supposed to take grips behind can take them before those in front have done so. Jodie was one of the last persons to complete the formation as a member of the last ring.

Break off is staged. Everyone must distance themselves safely from each other before they activate their parachutes in order to ensure that there are no collisions. This is done by having different rings depart the formation at different altitudes. The first ring left at 6,500 feet, the second at 5,000 feet and the last at 4,000 feet. The camera people pull in place. No one pulls before 3,000 feet. This means that those that left at 6,500 feet fly far away before they pull while those that left at 4,000 feet don't fly as far before they pull. This spreads the divers out more evenly.

There was extensive ground practice. The divers had to memorize the jumpsuit and gear colors of the people they have to take grips on, get a feel for what it's going to look like in the sky and know exactly who they are breaking off with. They also plan landing directions. Airplane numbers designated the landing fields - plane 1 jumpers land in field 1 etc.

On their seventh attempt at 13:00 hours on Friday the 13th of July, they attained the record! An FAI – (Fédération Aéronautique Internationale) - judge on site was able to confirm the record so the celebration started early! The previous Canadian record was 59 skydivers set June 24, 2006. Jodie currently has 1,403 jumps to her credit. Jodie is A/Finance Integration Manager – Production Control Services, 3771 Eureka Way, Frederick, CO 80516 – Bus 720-399-5249 – Cell – 780-918-5871 - jlrose@aot.ab.ca. Blue skies Jodie!

"In the arena of human life the honors and rewards fall to those who show their good qualities in action." Aristotle. "There can be no doing of any kind, till it be recognized that there is a thing to be done – the thing once recognized, doing in a thousand shapes becomes possible." Thomas Carlyle