

"The best advice I can give you is: make a BIG DEAL out of everything you do."

— Frank E. Sullivan



[NOT A GUIDED TOUR!]

Indiana Life Underwriters
South Bend, Indiana
October 13, 1999

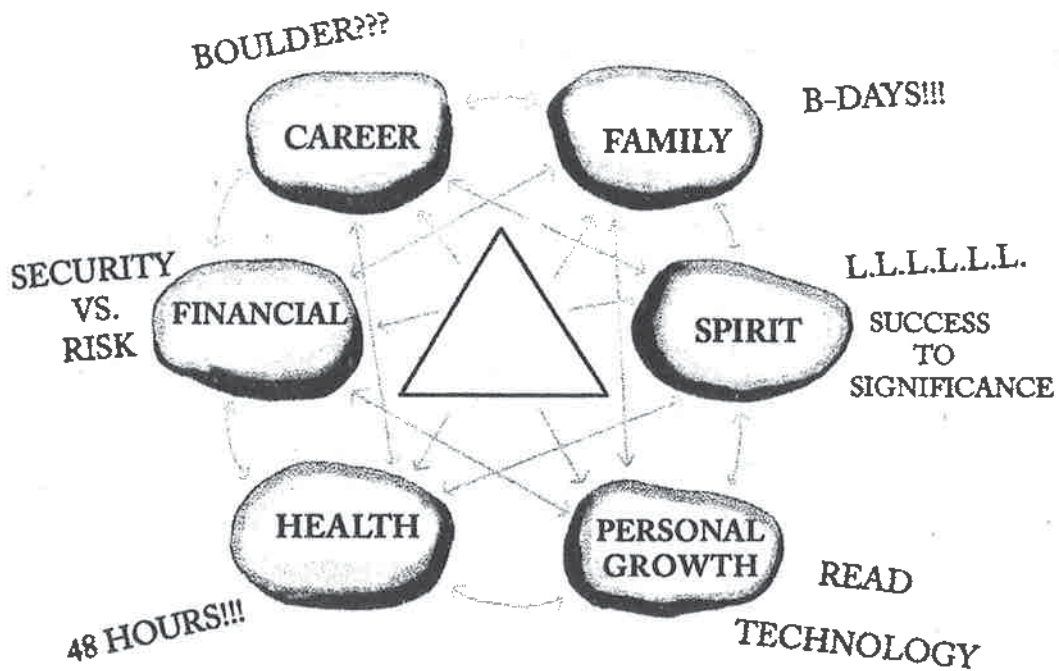
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"The last of human freedoms...(the ability) to choose one's ATTITUDE in a given set of circumstances."

—Victor Frankl

"ORGANIZE around PRIORITIES... and then EXECUTE."

—Stephen Covey

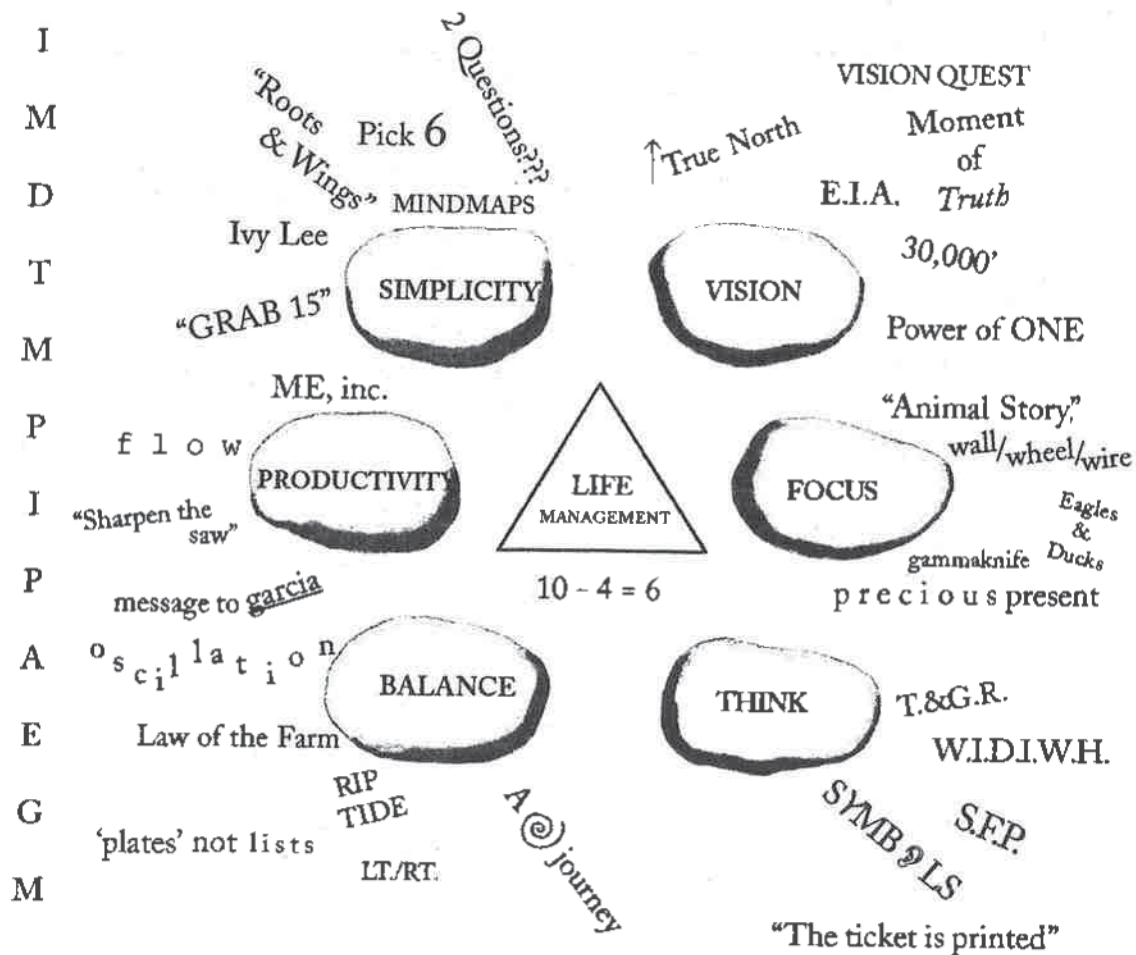


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"Nothing could be worse than to come to the end of life...and discover that I had not lived."

— Thoreau



"Life is either a daring adventure or nothing."

— Helen Keller

Man In The Arena

"It's not the critic who counts;
Not the one who points
How the strong stumbled,
Or where the doer of deeds
Could have done better.
The credit belongs to those
In the ARENA;
Who strive valiantly; who fail and come up short
Again and again;
Who know great enthusiasm
And great devotion;
Who at the best
Know in the end
The triumph of high achievement;
And who, at worst,
If they fail, at least fail while daring greatly
So that their place shall never be
With those timid souls
WHO KNOW NEITHER VICTORY NOR DEFEAT."

— Theodore Roosevelt

What One Man Can Do

"The cynic says, 'One man can't do anything.' I say, only one man can do anything. All good ideas start with one man. The creative, caring, believing person sends out waves of influence. He affects others who in turn affect others."

— John W. Gardner

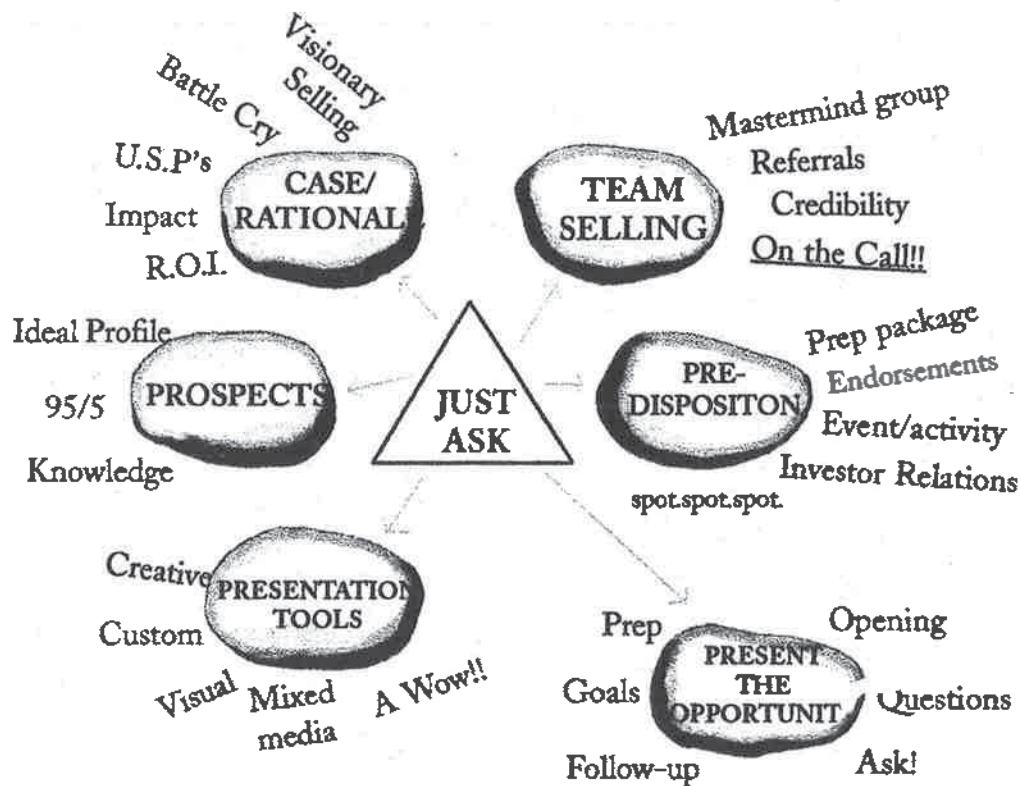
Opening quote from:

THE CRITICAL PATH TO SALES SUCCESS.

— Frank E. Sullivan

THE 6 ESSENTIALS OF SELLING

SELLING IS NOT TELLING. [2 EARS 1 MOUTH] ACT OR ASK.



To make God laugh, tell him your plans!

"If you're selling a service...you're selling a relationship."

—Harry Beckwith

SEA OF GALILEE

There are two seas. One is fresh, and fish are in it. Splashes of green adorn its banks. Trees spread their branches over it and stretch out their thirsty roots to sip of its healing waters. Along its shores the children play, as children have played for 2,000 years.

The river Jordan makes this sea with sparkling water from the hills. So it laughs in the sunshine. Men build their houses near it, and birds their nests; and every kind of life is happier because it is there.

The river Jordan flows on south into another sea.

Here is no splash of fish, no fluttering leaf, no song of birds, no children's laughter. Travelers choose another route, unless on urgent business. The air hangs heavy above its water, and neither man nor beast nor fowl will drink.

What makes this mighty difference between these two seas?

Not the river Jordan. It empties the same good water into both. Not the soil in which they lie; not in the country round about.

This the difference.

The Sea of Galilee RECEIVES but does NOT KEEP the Jordan. For every drop that flows into it another drop flows out.

The GIVING and RECEIVING go on in **equal measure**.

The other sea is shrewder, hoarding its income jealously. It will not be tempted into any generous impulse. Every drop it keeps.

The Sea of Galilee gives and lives.

The other sea gives nothing. It is named The Dead.

IF I HAD MY LIFE TO LIVE OVER by Erma Bombeck

I would have talked less and listened more.

I would have invited friends over to dinner even if the carpet was stained and the sofa faded.

I would have eaten the popcorn in the "good" living room and worried much less about the dirt when someone wanted to light a fire in the fireplace.

I would have taken the time to listen to my grandfather ramble about his youth.

I would never have insisted the car windows be rolled up on a summer day because my hair had just been teased and sprayed.

I would have burned the pink candle sculpted like a rose before it melted in storage.

I would have sat on the lawn with my children and not worried about grass stains.

I would have cried and laughed less while watching television -- and more while watching life.

I would have gone to bed when I was sick instead of pretending the earth would go into a holding pattern if I weren't there for the day.

I would never have bought anything just because it was practical, wouldn't show soil or was guaranteed to last a lifetime. Instead of wishing away nine months of pregnancy, I'd have cherished every moment

and realized that the wonderment growing inside me was the only chance in life to assist God in a miracle.

When my kids kissed me impetuously, I would never have said, "Later. Now go get washed up for dinner."

There would have been more "I love you's"...more "I'm sorry's".

But mostly, given another shot at life, I would seize every minute...

look at it and really see it...live it...and never give it back.

[In memory of Erma Bombeck who lost her fight with cancer.]

CHALLENGES: W.I.D.I.W.H.

1.)



A SOLO! *"Without great solitude... no serious work is possible."*

— Pablo Picasso

1 HOUR

1 DAY

3 DAYS

30 DAYS



BIRTHDAY DATE

2.) PHYSICAL/HEALTH

CORPORALITA: *"Learn to preserve your health"* —Leonardo da Vinci

"Mens sana in corpore sano"

3.) RISK/FAILUR

"At some point, we all have to decide how we're going to fail: by not going far enough, or by going to far. For the most successful people it is the latter."

—Harriet Rubin

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***"LIFE IS LIKE A TORCH. YOU FUEL IT AS BEST YOU CAN...THEN
YOU PASS IT ON."***

— George Bernard Shaw