

Happy April 1st

The first quarter of 2008 is behind us. Were you happy with the results of the first quarter? If YES – why? What have you learned that you can apply to the rest of the year? If NO – why? What do you need to do differently the rest of the year? Only 274 days left.

Congratulations

CLEVENGER, Neal – (EMP-18) – is now Director, Global Manufacturing Transition, OPW Fluid Transfer Group, 4680 Parkway Drive, Suite 203, Mason, OH 45040 – Bus – 513-696-1506 – Cell – 513-207-3550 – nclevenger@opw-es.com.

WESSELS, Rob – (EMP-16) – has been elected to the Board of Directors of the International Wire and Cable Symposium, a forum for technical papers related to copper and fiber optic cabling and technologies. Rob is Vice President, Cable R & D/Engineering, CommScope, 3643 US Highway 70 East, Claremont, NC 28610 – Cell – 828-320-1491 – rwessels@commscope.com.

Good News – Bad News

In the April 1, 2006 Newsletter it was announced that “What’sername” is trading in the Miskate II and is replacing it with a 185’ Feadship that will house 20 participants in individual luxury staterooms.” Then in the April 1, 2007 Newsletter we reported that the “Miskate III was to be lengthened by another 106’ with delivery expected April 1, 2008.”

The Miskate III was launched at Amsterdam on schedule. However, some thieves, possibly pirates, boarded the ship in the middle of the night and took off. A search is underway of the various ports that can handle a 291’ vessel. Fortunately ownership had not been transferred to “What’sername” pending completion of sea trials. Needless to say – if, in your travels, you spot the missing yacht “What’sername” would appreciate a call. In the meantime the Miskate II is being made ready for the Spring and Summer classes.

Government Finally Gets Smart!

The US Post Office has begun a new “portable ZIP code” program. This program has been inspired by the FCC ruling that allows phone users to take their phone numbers with them when they move. The new ZIP code program would allow people to take their ZIP

codes with them no matter where they moved. It is hoped that this new government program would come to symbolize “a citizen’s place in the demographic, rather than geographic, landscape.” The Assistant Postmaster General was quoted, “People who must relocate for work or other reasons may have been quite attached to their towns or cities of residence. For them this innovative measure will serve as an attachment to the place they love. We are pushing for this to be adopted globally!” (*Finally the government is making sense.*)

Seminars in 2008

Executive Management Programs

Class 21 - CLOSED

→ Week 1 – Jun. 23 – 27, 2008 ←

Class 22 - CLOSED

→ Week 1 – Aug. 11 – 15, 2008 ←

Class 23

→ Week 1 – Oct. 13 – 17, 2008 ←

Week 2 – Jan. 12 - 16, 2009

Week 3 – Apr. 27 - May 1, 2009

Week 4 – Jul. 20 – 24, 2009

Week 5 – Oct. 19 - 23, 2009

Class 24

→ Week 1 – Dec. 1 – 5, 2008 ←

Week 2 – Mar. 2 - 6, 2009

Week 3 – Jun. 15 – 19, 2009

Week 4 – Sep.14 - 18, 2009

Week 5 – Dec. 7 - 11, 2009

To enroll participants in Classes 23 or 24 please email Tom Stevens at - inmco@mindspring.com or call (865) 458-3429.

Professional Sales Program

Class 8

→ Week 1 – Jun. 16 – 20, 2008 ←

Week 2 – Oct. 27 - 31, 2008

Week 3 – Feb. 16 – 20, 2009

Week 4 – Jul. 13 – 17, 2009

(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 at john@jbarnesconsulting.com

TEAMWORK

Do we have as much sense as a goose?

Next fall when you see geese heading south for the winter flying along in a “V” formation, you might be interested in knowing what science has discovered about why they fly that way. It has been learned that as each bird flaps its wings it creates uplift for the bird immediately following. By flying in a “V” formation the whole flock adds a 71% greater flying range than if each bird flew on its own. (People who share a common direction and sense of community can get where they are going quicker and easier because they are traveling on the uplift of one another.)

Whenever a goose falls out of formation, it suddenly feels the drag and resistance of trying to go it alone and quickly gets back into formation to take advantage of the lifting power of the bird immediately in front of it. (If we have as much sense as a goose, we will stay in formation with those who are headed the same way we are going.)

When the lead goose gets tired, it rotates back in the “V” and another goose flies point. (It pays to take turns doing hard jobs – with people or with geese flying South.)

The geese honk from behind to encourage those up front to maintain their speed and effort. (What do we say when we honk from behind?)

Finally, when a goose gets sick or is wounded by gunshot and falls out, two geese fall out of formation and follow it down to help and protect it. They stay with their fellow goose until it is either able to fly or until it is dead, and then they launch out on their own with another formation to catch up with their group. (If we had the sense of a goose we would stand by each other like they do.)

“A company is like a ship – everyone ought to be prepared to take the helm.” Morris Weeks

“The achievements of an organization are the result of the combined efforts of each individual.” Vince Lombardi

“It is better to have one person working with you than having three people working for you.” Dwight D. Eisenhower

Lee Iacocca said when he took over Chrysler, “People in engineering and manufacturing almost have to be sleeping together – our guys aren’t even flirting!”

“Either lead, follow or get out of the way!” Anonymous

John’s Jottings

April 1st! April Fool’s Day. All kinds of interesting tricks have been played on this day. According to Wikipedia in 1998 Burger King ran an ad in USA Today saying that people could get a Whopper for left-handed people whose condiments were designed to drip out of the right side of the bun. Customers at several Burger Kings were reported to have ordered the new burgers - some also were reported to have requesting the “old” right-handed burger!

Other hoax’s perpetrated on April Fool’s Day, according to Wikipedia; include the change to metric time. The world’s system of measuring time will be changed to one in which units of time will be based on powers of 10; that is for all countries except the US where the system will be based on 12’s.

BMW warned people in Great Britain to be on the lookout for counterfeit BMWs. They could be recognized by the blue and white logo - on the counterfeit models the logos had the blue and white reversed. They also announce the “Toot and Calm Horn,” which, when sounded, calmed drivers with winsome toots, thereby reducing road rage.

In 2003 radio station KISS, 98.1 FM, in Chattanooga, Tennessee announced that rapper Eminem would be doing a free concert in a parking lot. The police were needed to deal with the traffic gridlock!

When and where did all this start? According to the World Book we have the French to thank for pranks on April Fool’s Day. And it’s been around for a very long time, approximately 444 years. Under Charles IX France was the first country to adopt the then newly revised calendar which we still use today. This calendar changed the start of the New Year from April 1 to January 1. When the calendar was changed some French die-hards still celebrated New Year’s Day on April 1. They became known as April Fools.

Their fellow Frenchmen loved teasing and pulling pranks on them. The French victims became known as April Fish. Today, some French schoolchildren still try to put sticky paper fish cutouts on their classmates.

By the 1600’s prank pulling had spread to England and Scotland. The Scots referred to the victims of pranks in their country as April gowks. A “gowk” was a mythical bird similar to a cuckoo.

Let’s see...from now on our future classes will start at 9:17 am and we will take Wednesday morning off. Gotcha! April Fool!

Readers' Corner

The Manager's Book of Decencies – How Small Gestures Build Great Companies – by Steve Harrison - © - 2007 McGraw Hill Publisher

There is a philosophy of doing business that goes beyond the transfer of goods and services. It calls for the transfer of values known as “*small decencies*.” Steve Harrison, Chairman of Lee Hecht Harrison and longtime management and corporate culture innovator, knows one simple truth - the long-term success of any company, small or large, local or global, depends largely on its culture. But can a manager really adjust the culture of an entire workforce, especially in a large corporation? “*Small decencies*” make it easy, and in this book Harrison describes dozens of such decencies, all field tested by the best companies in the world. All represent small changes that can produce big results. Addressing concerns at every level of corporate culture, from the entry level to the CEO's office, Harrison shows how decencies will enhance communication, build teamwork, boost productivity and create a stronger dedication to a shared company-wide mission.

The “*Managers Book of Decencies*” delivers a top to bottom approach to creating the kind of positive corporate culture that has shown time and again to improve performance, attract and retain top talent, promote well-behaved organizations and advance a vision of shared values. This is a must read for every BCS/INM participant.

Read what others have to say about this book. “*The Manager's Book of Decencies is worth twice the price for the title alone! It is a beautiful book. Simple and profound. Almost the only book on the subject you need to read.*” Tom Peters. “*Respect for people is an essential value for anyone who is truly serious about business and organizational success. In “The Manager's Book of Decencies,” Steve Harrison demonstrates that such respect must not only be visible, it must also be felt by recipients. There is no room in business today for hubris, arrogance or ignorance of this value.*” John D. Hofmeister, President and U.S. Country Chair, Shell Oil Company. “*Corporate Culture is the lifeblood of any corporation or any organization. A company's culture is a critical element to its success. Offering simple common courtesies and showing respect to others generate not only loyalty but also a sense of self-purpose that pumps life into any organization.*” Peter V. Ueberroth, Chairman, Contrarian Group.

Emails to the Editors

John and I are amazed that anyone even reads this Newsletter let alone checks out the facts. The March issue contained two controversial items as commented upon by our readers.

In the March Newsletter we wrote - • “When you see a statue of a military person riding a horse – If the horse has both front legs in the air, the person died in battle. If the horse has one front leg in the air the person died as a result of wounds received in battle. If the horse has all four legs on the ground, the person died of natural causes.” We received this email - “*I don't think the trivia on the soldier on horseback is correct. I am currently reading a book on the Revolutionary War and I thought I had seen statues of George Washington on horseback with the horse's feet up in the air. Washington died of probably pneumonia in 1799. See pictures on link - 800px-Washington_Statue_West Point_Close.jpg and http://www.pbase.com/histeed/us.george_washington.” EVANS, Parrish – (PSP-06) - District Manager, OPW-Fueling Components - BUS – 706-742-2382 - CELL – 706-202-7812 - pevans@opw-fc.com*

We also wrote – “You can't kiss your elbow!” McBRIDE, Steve – (PSP-02) – Sales Manager Canada – DE-STA-CO – Bus – 905-517-0403 – smcbride@swarco.com - emailed – “Look at these links - <http://www.youtube.com/watch?v=04SidTd6FrQ> - <http://www.youtube.com/watch?v=F4Frp0UEa4I> - <http://www.youtube.com/watch?v=72Uwo1TJRZM>. Keep those emails coming in!

From the Editors - We don't claim to be 100% correct – only 85% correct 100% of the time.