

# BCS/INM NEWSLETTER

Vol. 5 - Number 8  
August 1, 2010

BCS - John Barnes

INM - Tom Stevens

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

We have passed the half way point in 2010 -152 days until 2011. We are 1/3 of the way through the third quarter. What haven't you done that you should have completed?

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## Congratulations

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

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## Correction

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## Matter of Perspective

One night at sea a ship's captain saw what he thought were the lights of another ship heading towards him. He had his signalman blink to the other ship - "change your course 10 degrees south." The reply came back, "change your course 10 degrees north." The ship's captain answered, "I am a captain - change your course 10 degrees south." Another reply came back, "I'm a Seaman First Class, change your course 10 degrees north." The captain was really mad now and replied, "change your course south - I'm on an aircraft carrier." To which the reply came back, "and I said change your course north - I'm on a lighthouse."

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## Creating Money and Debt

One cent doesn't buy much today - not even the metal that is used to make it. A penny consists of 97.5% zinc and 2.5% copper. It costs the US Mine nearly 1.5 cents to create a penny - and nearly 9 cents to make a nickel. With each new penny and nickel the mint issues it increases the national debt by as much as the coins are worth.

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"Far more crucial than what we know or do not know is what we do not want to know." Eric Hoffer

"Not to know is bad - not to wish to know is worse." Nigerian Proverb

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## Interesting Financial News

The Bureau of the Budget announced that the budget deficit for just 2010 would be well over 1 Trillion. They indi-

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cated that the US Government would have to borrow 47 cents of every dollar spent.

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Seminars in 2010  
Executive Management Programs

Class 33

- Week 1 – Aug. 16 – 20, 2010 ◀  
Week 2 – Nov. 15 – 19, 2010  
Week 3 – Feb. 21 – 25, 2011  
Week 4 – May 16 – 20, 2011  
Week 5 – Aug. 15 – 19, 2011

Class 34

- 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](mailto:inmco@mindspring.com).

CommScope Leadership Development – 3

- 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 – 14, 2011 – Hickory, NC

Seminars in 2011

Executive Management Program

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

Up Coming Seminar Weeks – 2010

- EMP 30/4 • AUG. 9 – 13  
EMP 33/1 • AUG. 16 – 20  
EMP 28/5 • AUG. 23 – 27  
EMP 31/3 • SEP. 20 – 24  
EMP 32/2 • SEP. 27 – OCT. 1  
EMP 34/1 • OCT. 18 – 22  
CLD 3/1 • OCT. 25 – 29  
EMP 30/5 • NOV. 8 – 12  
EMP 33/2 • NOV. 15 – 19  
PSP 10/3 • NOV. 29 – DEC. 3  
EMP 31/4 • DEC. 6 – 10  
EMP 32/3 • DEC. 13 – 17

Up Coming Seminar Weeks – 2011

- EMP 35/1 • Jan. 17 – 21

Something To Think About!

Imagine that you have won the following prize in a contest. Each morning your bank will deposit \$86,400 in a private account for your use. However, this prize has

rules, just as any game has rules. The first rule is - Everything that you didn't spend during each day would be taken away from you. You may not transfer money into some other account. You may only spend the money. Each morning upon awakening, the bank opens your account with another \$86,400 for that day.

The second rule - the bank can end the game without warning. At any time it can say, it's over, the game is over! It can close the account and you will not receive a new one.

What would you personally do? Would you buy anything and everything you wanted? Not only for yourself, but also for all the people you love? Perhaps, even for people you don't know, because you couldn't possibly spend it all on yourself? Would you try to spend every cent, and use it all up?

ACTUALLY, this GAME is a REALITY!

Each of us is in possession of such a magical bank. We just don't realize it. The MAGICAL BANK is TIME!

Each morning we awaken and receive 86,400 seconds as a gift of life, and when we go to sleep at night, any remaining time is NOT credited to us. What we haven't lived up that day is forever lost. Yesterday is forever gone.

Each morning the account is refilled, but the bank can dissolve your account at any time - WITHOUT WARNING!

So, what are YOU going to do with YOUR 86,400 seconds today? What did you do with your 86,400 seconds yesterday and the day before that?

Aren't these seconds worth so much more than the same amount in dollars? Think about that, and always remember this - enjoy every second of your life, because time races by so much quicker than you think.

Take care of yourself - be happy, love deeply and enjoy life! Here's wishing you a wonderfully beautiful 86,400 seconds everyday of your life!

"Dost thou love life, then do not squander time, for that's the stuff life is made of." Benjamin Franklin

By taking 1 hour per day for independent study, 7 hours per week, 365 hours in a year, one can learn at the rate of a full-time student. In 3-5 years, the average person can become an expert in the topic of their choice, by spending only one hour per day – that's only 3,600 seconds.

Only 20% of the average workday is spent on "urgent" and "important" things, while 80% is spent on things that have "little value" or "no value."

A person who works with a "messy" or cluttered desk spends, on average, 1 1/2 hours per day or approximately 7 1/2 hours per week looking for things or being distracted. "Out of sight; out of mind." "When it's in sight, it's in the mind."

There are 17 million meetings per day in the US.

## John's Jottings

Heard just this past week – “Where do we as managers spend most of our time?” In meetings, of course.

How much time do you spend in meetings, 30%? 40%? 60%? More?

Think about it this way. If you are not alone at your desk, or in your airplane seat, you are probably in a meeting. Now, how much time do you spend in meetings?

A related question - how beneficial are your meetings? How would you score your meetings? 1 means not very beneficial. 7 means most beneficial. How can you make your meetings more productive for you and for those with whom you are meeting? Here are some ideas to consider.

Someone must accept responsibility for the dynamics of the meeting. Usually no one does. For meetings to improve and become worthwhile someone must explicitly manage the process. The more participants, the more necessary this meeting management becomes.

First, determine the type of meeting you will have. Is it an informational meeting? A problem exploration meeting? An instructional meeting? A motivational meeting? A decision-making meeting? A negotiation? A combination? The type of meeting determines the dynamics required for an effective outcome.

Second, prepare an agenda. Usually it is desirable to write out and distribute this agenda prior to the meeting. It helps set the stage for what is about to occur. It provides guidance to the participants on how to prepare.

An agenda is equally important for a small two or three person meeting - it is likely to be informal, though, rather than formal. (Hint: be sure to write out what you hope to achieve. This practice will help clarify your thoughts. You remember the old saying, “Thoughts and ideas disentangle themselves passing over lips and pencil tips.”)

Air conditioning	Steering wheel shift
Power brakes	Automatic dimming
Power windows	Rocking transmissions
Air bags	Seat position memory
Seat belts	Heated seats
Tubeless tires	Cooling seats
Safety glass	Stereo sound
Fiberglass	Side view mirrors
Sponge rubber	Electric side mirrors
Automatic transmission	Self service stations
Four wheel drive	Overdrive
Undercoating	Tilt steering wheel
Self seal tires	Hybrid automobiles
CB radios	Anti-Freeze
Sunroofs	Snow tires
Sealed beam headlights	Automobile radios
Rear view mirror	Window visors

## Freaks

“There are always people who will defend to my death their right to tell me what to do.” T. Stevens

Back between 1900 and the 1940's there existed what were known as “Freak Shows.” These were shows that traveled

Third, as you begin the meeting and have determined who is responsible for managing the meeting process, clarify the group's understanding of the purpose. You DO NOT do this by making statements. Rather you do this by asking a member of the group to share what they understand the purpose of the meeting to be. Then you ask a second what their understanding is. If it is similar, you can confirm and probe for questions from the others on their understanding. If they are dissimilar, have a brief discussion clarifying what the purpose really is.

Fourth, if process is an important dimension of your meeting spend a couple of minutes determining what the process of the meeting will be.

Fifth, appoint a timekeeper to keep the group informed and on schedule.

Last, take time at the end to do two things - review the conclusions and commitments, and discuss what you will do next time for an even better meeting.

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“Perhaps Hell is nothing more than an enormous meeting of those who, with little or nothing to say, take an eternity to say it.”

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## Change

An old friend and I have been discussing the many changes we have seen during our life times. We are amazed! Listed below are the changes we have seen in just the automobile. Our grandchildren and great grandchildren can't believe these items haven't existed forever. If you can think of other items please let me know. You might try the same thing. Pick an area – food, appliances, technology, clothes, etc. – and begin listing the changes you have seen in your lifetime.

White wall tires	Halogen headlights
Tilt seats	Electric starters
Ethyl gasoline	Remote engine start
Synthetic oil	Remote car alarm
Automatic door locks	Turn signals
Automatic trunk locks	Cruise control
Automatic convertible tops	Anti-lock brakes
Shock absorbers	Fuel injection
Windshield wipers	On board computers
Tinted glass	On board cell phones
Locking gas caps	RPM indicators
Seat head rests	Automatic choke
Ethanol	Keyless locks
Sealed batteries	Steel belted tires
GPS	Seat covers
Front wheel drive	Push button radios
CD players	Movable seats

around the country, usually connected with a circus or carnival. They consisted of rarities of human nature. People paid a small admission price to enter the tent and look at – “Zelda the fat lady,” - “Jack Earl the Texas giant,” - “Prince Randian the Caterpillar man,” - “Alice the Gorilla Girl” and “David the Alligator Boy” - to name but

a few. In the 20's and 30's the Gorilla Girl and the Alligator Boy were the top freak attractions among the 117 shows traveling the country.

The company they worked for was the largest and most profitable of all the freak shows and one of the few that traveled by train. Alice and David had their own personal traveling rail cars. Alice had Hypertrichosis – a condition that caused the growth of long hair over her entire face and body. David had a rare skin disease that caused his skin to look like that of an alligator. Alice and David eventually married. They then traveled in a rail car that was previously used to transport Presidents when traveling by train. When they arrived at their destination, a chauffeured Packard automobile drove them to the show's location. When not traveling Alice and David lived in what was called a mansion in those days in a small Indiana town. The owner of the show treated them like royalty since they provided most of his livelihood.

I can still hear the sound of the sideshow barker as he worked to get the crowd to buy tickets. “Come one, come all – see many of nature's most unusual oddities. Zippo the sword swallower who also eats glass – Zelda the fat lady – folks she weighs over 900 pounds – the gorilla girl – found

in the jungles of deepest, darkest Africa being raised by a tribe of man-eating gorillas – the alligator boy – found in the everglade swamps of Florida living in the midst of a pack of man-eating alligators – for only ten cents – one thin dime you can see these wonders of the world plus many others – step right up folks – step right up!”

Then in 1938, a woman who had visited their freak show decided that this was cruel and inhuman treatment. She began a one-woman campaign to close down all freak shows. The newspaper editors of the day rallied to her cause, as did many politicians. Someone had to prevent these poor handicapped people from being exploited by wicked businessmen for their own profit. She was successful and these shows began to close down.

Alice and David found themselves out of a job. They were unemployed as were all their freak friends who were leading a nice and profitable life working in the “freak” shows. Now, no one would hire them for normal, routine jobs!

Alice and David had to sell their beautiful home and furnishings. They bought a small trailer, and moved to a trailer park. When they died – one month apart – they were penniless and their trailer was run down and dilapidated. Before they died, a local reporter interviewed them. He was amazed that they had never met, or even talked with, the lady that led the campaign to close “freak shows” nor had any of the politicians or newspaper editors even so much as talked to them. When the crusading lady died, her obituary lauded her for - “changing the plight and lives of those poor, hapless freaks.”

“There are always people who will defend to your death their right to tell you what to do.” Do you know of anyone or any organizations that are interested in telling you what to do – and they haven't even asked if you want to do it? Beware of these people – they are dangerous to your health, happiness, freedom and finances.

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