

## Happy July 1st

Hard to believe – one-half of 2008 has passed us by. We have spent 183 days and have 183 days left in our time account. Have your expenditures of time been wise and well thought out?

## Congratulations

ASHBY, Roland – (PSP-1) – Business Development Manager – NELCO Solutions Corp., 2480 Walker Ave. NW, Grand Rapids, MI 49544 – Bus – 616-574-4210 – [rashby@nelcosolutions.com](mailto:rashby@nelcosolutions.com) – was commissioned as a Reserve Chief Warrant Officer by the Coast Guard.

BICKFORD, Keith – (EMP-8) – is now Senior Operations Manager – Moving Waters Industries Corp., 33 N.W. 2<sup>nd</sup> Street, Deerfield Beach, FL 33441 – Cell – 954-298-6215 – [keithb@mwicorp.com](mailto:keithb@mwicorp.com).

GILKINSON, Jeff – (EMP-9) – is now Vice President, Field Marketing Group – Contech-CPI, Inc., 9025 Centre Pointe Drive, West Chester, OH 45069 – Bus – 513-645-7475 – [jgilkinson@contech-cpi.com](mailto:jgilkinson@contech-cpi.com).

MANSELL, David- (EMP-18) – is now General Manager, Northern Division – Defiance Metal Products, P.O. Box 447, 21 Seneca St., Defiance, OH 43512 – Bus – 419-784-5332 x4228 – Cell – 419-439-3329 – [dmansell@defiancemetal.com](mailto:dmansell@defiancemetal.com)

MAXWELL, David – (EMP-15) – is now Corporate Vice President, Sales and Marketing – Brittany Stamping, LLC, Cleveland, OH – Cell – 847-431-4131 – [dmaxwell@brittanystampingllc.com](mailto:dmaxwell@brittanystampingllc.com)

PASCHAL, Kevin – (EMP-20) – is now Product Manager – SYSTIMAX Copper Cables – CommScope, 3642 US Highway 70 E., Claremont, NC 28610 – Bus – 828-459-5099 – Cell – 828-244- 9634  
[kpaschal@commscope.com](mailto:kpaschal@commscope.com)

RENFRO, Mark – (EMP-3) – is now Manager, Human Resources – Tohono O’odham Ki:Ki Association, 51 Baboquivari Circle, P.O. Box 790, Sells, AZ 85634 - Bus – 520-383-5323. (This is the housing authority for the Tohono O’odham Nation – an Indian reservation near Tucson, AZ about the size of CT with 12,000 of the 150,000 members living on the reservation.)  
[mrenfro@tokahousing.org](mailto:mrenfro@tokahousing.org).

TRABILSY, Steve – (EMP-1) – President, Accurate Tank is moving their corporate offices to 204 Poplar Place, North Aurora, IL 60542 – Bus – 630-375-6121 – [stevetrabilsy@accuratetank.com](mailto:stevetrabilsy@accuratetank.com).

## Effective Executives

## Correction

In the June Newsletter we listed Tom MARBLE’s – (EMP-11) - \_email address incorrectly – he is Quality Manager – Alcoa Howmet Whitehall Castings, 1 Misco Drive, Whitehall, MI 49461 – Bus - 231-894-7840  
[thomas.marble@alcoa.com](mailto:thomas.marble@alcoa.com). My apologies!

*“I do not mind lying, but I hate inaccuracy.” – S. Butler*

## Seminars in 2008 - 2009

### Executive Management Programs

#### Class 22 - CLOSED

→ Week 1 – Aug. 11 – 15, 2008 ←

#### Class 23 - CLOSED

→ Week 1 – Oct. 13 – 17, 2008 ←

#### 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

*(There are eight openings left in Class 24)*

#### Class 25

→ Week 1 – Feb. 2 – 6, 2009 ←

Week 2 – May. 4 - 8, 2009

Week 3 – Aug. 3 – 7, 2009

Week 4 – Nov. 2- 6, 2009

Week 5 – Feb. 8 - 12, 2010

To enroll participants in Classes 24 or 25 please email Tom Stevens at - [inmco@mindspring.com](mailto:inmco@mindspring.com) or call (865) 458-3429.

### Professional Sales Program

#### Class 9

→ Week 1 – Sep. 22 - 26, 2008 ←

Week 2 – Jan. 19 – 23, 2009

Week 3 – Apr. 6 – 10, 2009

Week 4 – Aug. 30 – Sep. 4, 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](mailto:john@jbarnesconsulting.com).

*“Nothing ever happens until someone sells something.”*

“All effective executives have one thing in common - the ability to get the right things done at the right time.” – Peter Drucker

Effective executive differ widely in their temperaments, and abilities, in what they do and how they do it, in their personalities, their knowledge, their interests – in fact, in almost everything that distinguishes human beings from one another. But all effective executives perform only necessary tasks and eliminate unnecessary ones.

You have to acquire five practices to be effective. Effective executives know where their time goes. They work systematically at managing the little of their time that can be brought under control. Effective executives focus on outward contributions. Effective executives build on strengths – theirs and others. They do not build on weaknesses. Effective executives concentrate on superior performance where superior performance will produce outstanding results. They force themselves to stay within priorities. Effective executives make effective decisions. They know that this is a system – the right steps in the right sequence and at the right time. They know that to make decisions fast is to make wrong decisions. Executives – no matter how great in intelligence, work ethic, imagination or knowledge – who fail to observe these five practices are deficient in effectiveness.

**ACTION PLAN** – You have one-half of a year to make your mark on your business. Commit these five tasks to memory and practice them daily – 1. Know where your time goes. 2. Focus on outward contributions. 3. Build on strengths- yours and those of your people. 4. Concentrate on superior performance. 5. Make effective decisions.

“There is time enough for everything in the course of a day if you do but one thing at once – but there is not time enough in the year if you will do two things at a time.”  
Lord Chesterfield

**OLD OIL** - Worldwide demand for oil in calendar year 2008 is expected to be 87 million barrels a day. 20% of all the oil consumed globally comes from oil fields that are at least 40 years old. - (Source - Financial Times.)

**THE PRICE IN LONDON** - The average price of a gallon of gasoline in Britain is \$8.31 (i.e., after converting the British price into US dollars per gallon,) more than twice the average US price. - (source – EIA.)

**GOLD AND OIL** - Less than 1 ½ years ago (12/31/06), an ounce of gold would have been able to purchase more than 10 barrels of oil. As of 5/23/08, an ounce of gold, trading at \$926, would have been able to buy just 7 barrels of oil, trading at \$132. - (Source - BTN Research.)

## John's Jottings

Recently Ted EDWARDS, - (EMP 20) – President & CEO, T. F. Hudgins, Inc., Houston, TX - commented on what an awesome resource of knowledge and information BCS-INM participants and graduates encompass. “Wouldn’t it be dynamite to be able to solicit thoughts and ideas on various issues that might come to mind,” he mused. “Wouldn’t it be great to be able to pose a question to BCS-INM compatriots? For information, for advice, for ideas that worked, for where to eat in Knoxville, places to visit, etc.”

Now there is! Check this out - [bscinnm.blogspot.com](http://bscinnm.blogspot.com).

With this e-newsletter we introduce you to the BCS-INM blog. It is for the benefit and enjoyment of all INM and BCS participants, past, present and future enrollees. We may even, from time to time, post announcements, class schedules, etc. But its main purpose is for your personal development, idea sharing and consulting. The address again - [bscinnm.blogspot.com](http://bscinnm.blogspot.com).

With the help of Mike JOHNSON – (EMP 21) – Director of Operations, OPW-Fueling Containment Systems, Smithfield, NC - it will soon be fully operational and professionally organized, complete with reasonable security. Discussion threads, such as which restaurants near the hotel are best and is Gerdeau the only place to get steel, will soon be readily available.

In the mean time, everything must start from somewhere and the BCS-INM blog starts at the address above with the ability to leave comments. Check it frequently to follow developments.

A ground rule, so that all may enjoy, please practice the decorum you do so well in class, especially avoid company politics and posts that you know to be better left unposted.

Also, Tom and I wish to thank Mike for his volunteering to HELP get the fledgling blog off to a good start.

**THANKS, MIKE!** (If you see a post that you think is from a non-class participant, please let Mike know at [mjohnson2839@msn.com](mailto:mjohnson2839@msn.com) or let Tom or me know.) Thank you for your assistance in advance in making this a super resource for all participants.

“Knowledge is power.” Francis Bacon

“Knowledge is of two kinds – we know a subject ourselves, or we know where we can find information upon it.” Samuel Johnson

“A moment’s insight is sometimes worth a life’s experience.” Oliver Wendell Holmes

Readers ' Corner

“Ageless Memory: Secrets for Keeping Your Brain Young.” By Harry Lorayne – Jan 1, 2008.

Harry Lorayne is considered the world’s greatest memory expert and trainer. I have been a Lorayne fan and student for many years. His easy to learn memory systems are indispensable, not only in the work place but in every day life. Lorayne’s systems are one of the greatest lifelong gifts you could give your children or grandchildren. I have every memory book Harry has written since 1957 but his “Ageless Memory” is his very best. It is well written in non-technical style. Easy to read, comprehend and most important – remember!

He shows you how your memory really works and how to develop a “push-button” memory. The book is results oriented. Lorayne covers – how to remember names, faces, numbers, dates, shopping lists, appointments, spelling, trivia, vocabulary, foreign vocabulary, stocks, history, playing cards, speeches, remembering what you read and many more topics. At the end of each chapter there is a special “Mind Power” exercise that is equivalent to doing “mental pushups.”

There is no such thing as a “poor memory.” There are only “untrained” memories. Those of you in the Executive Management Program, Professional Sales Program and the Advanced Leadership Program have been exposed to a “few” memory techniques. This book will take you far beyond the techniques you have already studied.

“The Memory Book: The Classic Guide to Improving Your Memory at Work, at School and at Play.” Harry Lorayne and Jerry Lucas. 1996.

Another Lorayne classic. And you read it correctly – Jerry Lucas is the co-author. You may remember Jerry Lucas as a great basketball player. Lorayne helped Lucas improve his memory and today Jerry Lucas is a partner with Lorayne in teaching and demonstrating memory all over the world.

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### Several Firsts

We are always interested when our classes come up with “firsts.” We can now add CLASS TWENTY to that list. June 9 – 13 they returned to Knoxville and the Airport Hilton to complete their week two. On Wednesday we took the afternoon off and headed to the Little Tennessee River for the usual cruise aboard the Miskate II. A beautiful day, slight breeze with the temperature around 83 degrees. About 3:30 we noticed thunder and lightening off to the West and decided to head back to the dock. By the time we reached the dock the wind had picked up to about 25 miles per hour with a 6 mile current. Captain Tom and first mate John made a run at the dock but decided to back off as the boat was being blown away from the dock.

We headed to middle of the river, turned the bow into the wind and decided to wait until the weather calmed down. The passengers by this time were all inside as it had started to rain with heavy thunder and lightening. The order was give to “relax, stay calm and drink!” We can report that the passengers obeyed the captain – especially the part about “drinking.” The wind picked up to around fifty miles per hour and it rained so heavily that you could not see the shore. After fifty minutes of this type of excitement things calmed down and we headed back to the dock. By then the wind was almost calm, the rain had stopped, and the Miskate II made a beautiful three-point landing to the cheers and applause of the class. Upon docking it started to rain again. The passengers remembered the last command of the Captain – they prepared new liquid refreshments and headed to the bus to enjoy the ride back to the hotel. (We later discovered that heavy winds approaching seventy miles an hour, hail and two inches of rain an hour had passed to the West of the Little Tennessee River causing considerable damage.)

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CLASS TWENTY-ONE had their first week June 23 – 27. A new bar and restaurant – Swanks – has opened up near Sullivan’s. Always adventurous the class decided to try it out. They discovered that if you were part of the evening entertainment your name was emblazoned on the wall for all to see. Dave BATT – (Class 21) - Manufacturing Manager, Defiance Metal Products, Defiance, OH - in true leadership style, took it upon himself to entertain the crowd by singing. To thunderous applause and cries of “more, more” Dave bowed and Class 21 was forever enshrined on the wall.

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Other memorable firsts – cutting the eyebrows off of a make-up class participant - attempting to find \$400 hidden on the person of a lovely female participant as payment of a golfing bet – marrying a bachelor participant to a horse – finding a spouse for a participant – (they are still happily married after a number of years) - being closed down by hotel security for singing the French National Anthem in the lobby of the Airport Hilton.)