

**Happy July 1<sup>st</sup>**

The year is half over. 182 days behind us and 183 days left before we begin 2011. Are you happy so far?

**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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*“The same person cannot be skilled in everything – each has their special excellence.” Euripides*

*“In a world as empirical as ours, a person who does not know what they are good at will not be sure what they are good for.” Edgar Z. Friedenberg*

*“Tis skill not strength that governs a ship.” Thomas Fuller*

**Interesting****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).*

**Professional Sales Program****Class Eleven**

- ▶ **WEEK 1** – Aug. 02 – 06, 2010 ◀
- WEEK 2 – Nov. 01 – 05, 2010
- WEEK 3 – Mar. 21 – 25, 2011
- WEEK 4 – Aug. 15 – 19, 2011

*(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 him at [john@jbarnesconsulting.com](mailto:john@jbarnesconsulting.com).*

**Up Coming Seminar Weeks - 2010**

PSP 10/2 • JUL 19 - 23

ELD 2/5 • JUL 26 – 30  
(Hickory, NC)

PSP 11/1 • AUG 2 – 6

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

PSP 11/2 • NOV 1 - 5

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

What two-letter word has more meanings than any other two-letter word in the English language? The word is **UP**. It is listed in the dictionary as an [adverb], [preposition], [adjective], [noun] and [verb]. It's easy to understand **UP**, meaning toward the sky or at the top of the list, but when we awaken in the morning, why do we wake **UP**? At a meeting, why does a topic come **UP**? Why do we speak **UP**, and why are the officers **UP** for election and why is it **UP** to the secretary to write **UP** a report? We call **UP** our friends, brighten **UP** a room, polish **UP** the silver, warm **UP** the leftovers and clean **UP** the kitchen. We lock **UP** the house and fix **UP** the car. People stir **UP** trouble, line **UP** for tickets, work **UP** an appetite, and think **UP** excuses. Dressed is one thing but to be dressed **UP** is special.

**UP** is confusing. A drain must be opened **UP** because it is stopped **UP**. We open **UP** a store in the morning but we close it **UP** at night. We seem to be rather mixed **UP** about **UP**! To be knowledgeable about the proper uses of **UP**, look **UP** the word **UP** in the dictionary. You will find it takes **UP** almost 1/4 of the page and can have **UP** to over thirty definitions. If you are **UP** to it, you might try building **UP** a list of the many ways **UP** is used. It will take **UP** a lot of your time, but if you don't give **UP**, you will wind **UP** with over a hundred. When it threatens to rain, we say it is clouding **UP**. When the sun comes out we say it is clearing **UP**. When it rains, it soaks **UP** the earth. When it does not rain things dry **UP**. One could go on and on, but I'll wrap it **UP**, for now..... my time is **UP**!

## Understanding Engineers

Two engineering students were biking across a university campus when one said, "Where did you get such a great bike?" The second engineer replied, "Well, I was walking along yesterday when a beautiful woman rode up on this bike, threw it to the ground, took off all her clothes and said, "Take what you want." The first engineer nodded approvingly and said, "Good choice - the clothes probably wouldn't have fit you anyway."

To the optimist, the glass is half-full. To the pessimist, the glass is half-empty. To the engineer, the glass is twice as big as it needs to be.

Normal people believe that if it ain't broke, don't fix it. Engineers believe that if it ain't broke, it doesn't have enough features yet.

A priest, a doctor, and an engineer were waiting for a particularly slow group of golfers. The engineer fumed, "What's with those guys? We must have been waiting for fifteen minutes!" The doctor chimed in, "I've never seen such inept golf!" The priest said, "Here comes the green-keeper. Let's have a word with him." He said, "Hello, George. What's wrong with that group ahead of us? They're rather slow." The green-keeper replied, "That's a group of blind firemen. They lost their sight saving our clubhouse from a fire so we always let them play for free anytime." The group fell silent for a moment. The priest said, "I will say a prayer for them tonight." The doctor said, "I'm going to contact my ophthalmologist colleague and see if there's anything he can do for them." The engineer said, "Why can't they play at night?"

## John's Jottings

It's that time of the year. Time to gin up - (there it is again, "**up**") - the planning process. Corporate wants to know how much sales will be up for the next two or three years, what the profit will be and how you intend to produce both. It's the annual plan. Many simply pull out last year's plan, clean it up, update the numbers, spruce up the format and send it in. Then the executive team spends hours preparing for the annual presentation. It's an exercise in momentum, no real changes. Maybe it's time to add something new.

Consider this - Step 1 -- Develop several key questions related to the future of your business. Here are some that illustrate what I mean -

- How might we capitalize on the Green movement?
- How might we respond to a double dip recession? Or depression?
- What new, different products are our customers likely to require three to five years from now?
- What new technology developments will likely impact us three to five years from now? How could we prepare?
- How might we perform in a context of increased regulation and inspection? (Big Brother is expanding - becoming much more active in all aspects of the economy. Want to be in banking now?)
- How can we expand in China, India, Brazil, etc.?

You get the idea. Pick questions that are relevant for you.

Step 2. - Consider assigning each of your questions to a multidiscipline group of your management team. Ask them to discuss and prepare a concise response to be presented at your planning meeting.

After hearing each presentation spend 15 to 30 minutes discussing the content of the presentations. Decide whether something emerges that must be assigned an "A" priority, or a lower one. A = both Urgent and Important!

Step 3. - For each "A" priority prepare an action plan. If you are looking for a format, consider the Impact Area statements in Unit 3 of the week 2 manual. You can always go into more detail if needed. It is critical that someone be accountable for each action plan.

It's especially important to be specific when "future-casting." No one can predict the future - no one can control the future. All we can do is act on our contemplation of the future - and be prepared to make a quick change if we turnout to be wrong. The best safe guard is being specific.

I recommend you avoid having too many action plans. The more you have, the more difficult it is to get any of them done. Be realistic about the resources required to achieve the goals. More managers than not attempt too much. They suffer from excessive optimism and end up sputtering. Pick two or three, or as many as you think appropriate for your resources, and concentrate on them. Being successful on just one or two, the right one or two, can produce absolutely delightful results. That's what top managers do - pick the right ones and execute.

Good luck for a profitable, and fun, future!

## 545 PEOPLE--By Charlie Reese

“Politicians are the only people in the world who create problems and then campaign against them. Have you ever wondered, if both the Democrats and the Republicans are against deficits, WHY do we have deficits? Have you ever wondered, if all the politicians are against high taxes, WHY do we have high taxes? You and I don't propose a federal budget. The president does. You and I don't have the Constitutional authority to vote on appropriations. The House of Representatives does. You and I don't write the tax code, Congress does. You and I don't set fiscal policy, Congress does. You and I don't control monetary policy, the Federal Reserve Bank does.

One hundred senators, 435 congressmen, one president, and nine Supreme Court justices equates to 545 human beings out of 300 million people that are directly, legally, morally, and individually responsible for the domestic problems that plague this country. I excluded the members of the Federal Reserve Board because the Congress created that problem. In 1913, Congress delegated its Constitutional duty to provide a sound currency to a federally chartered, but private, central bank.

I excluded all the special interests and lobbyists for a sound reason. They have no legal authority. They have no ability to coerce a senator, a congressional representative, or a president to do one cotton-picking thing. I don't care if they offer a politician \$1 million dollars in cash. The politician has the power to accept or reject it. No matter what the lobbyist promises, it is the legislator's responsibility to determine how he/she vote.

Those 545 human beings spend much of their energy convincing you that what they did is not their fault. They cooperate in this common con regardless of their party.

What separates a politician from a normal human being is an excessive amount of gall. No normal human being would have the gall of a Speaker, who stood up and criticized the President for creating deficits. The president can only propose a budget. He cannot force the Congress to accept it.

The Constitution, which is the supreme law of the land, gives sole responsibility to the House of Representatives for originating and approving appropriations and taxes. Who is the Speaker of the House? Nancy Pelosi. She is the leader of the majority party. She and fellow House members, not the president, can approve any budget they want. If the president vetoes it, they can pass it over his veto if they agree to.

It seems inconceivable to me that a nation of 300 million cannot replace 545 people who stand convicted - by present facts - of incompetence and irresponsibility. I can't think of a single domestic problem that is not traceable directly to those 545 people. When you fully grasp the plain truth that 545 people exercise the power of the federal government, then it must follow that what exists is what they want to exist.

If the tax code is unfair, it's because they want it unfair. If the budget is in the red, it's because they want it in the red. If the Army & Marines are in IRAQ, it's because they want them in IRAQ. If they do not receive social security but are on an elite retirement plan not available to the people, it's because they want it that way. There are no insoluble government problems.

Do not let these 545 people shift the blame to bureaucrats, whom they hire and whose jobs they can abolish - to lobbyists, whose gifts and advice they can reject - to regulators, to whom they give the power to regulate and from whom they can take this power away - not to mention czars. Above all, do not let them con you into the belief that there exists disembodied mystical forces like "the economy," - "globalization," - "consumerism," "inflation," "global warming," or "politics" that prevent them from doing what they took an oath to do.

These 545 people, and they alone, are responsible. They, and they alone, have the power. They, and they alone, should be held accountable by the people who are their bosses. Provided the voters have the gumption to manage their own employees. We should vote all of them out of office and clean up their mess!

Charlie Reese is a former columnist for the Orlando Sentinel Newspaper.

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### From A DC Airline Ticket Agent

A New Hampshire Congresswoman asked for an aisle seat so that her hair wouldn't be messed up by being near the airplanes window.

A Vermont Congressman called, furious about a Florida package we did. I asked what was wrong with the vacation in Orlando. He said he was expecting an ocean-view room. I tried to explain that's not possible, since Orlando is in the middle of the state. He replied, "Don't lie to me, I looked on the map and Florida is a very thin state!"

A California Senator called and said, "I need to fly to Pepsi-Cola, Florida. Do I have to get on one of those little computer planes?" I asked if she meant fly to Pensacola, on a commuter plane. She said, "Whatever, smarty!"

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### Our Congress at Work

In a bid to stem taxpayer losses for bad loans guaranteed by the federal housing agencies Fanny Mae and Freddy Mac, Senator Bob Corker (R-TN) proposed that borrowers be required to make a 5% down payment in order to qualify.

His proposal was rejected 57-42 on a strict party-line vote because, as Senator Chris Dodd (D-CT) explained - "passage of such a requirement would restrict home ownership to only those who can afford it."

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"Let us not seek the Democratic answer or the Republican answer but the right answer. Let us not seek to fix the blame for the past. Let us accept our own responsibility for the future." John F. Kennedy.