

MAXIMUM...

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MAXFACT #29

“If you learn from a loss, you have not lost.” – Austin O’Malley

Getting your rear handed to you can be pretty disheartening. But we’ve all been there. There are two choices to make – roll over and hide...or rise up.

It’s normal to feel a sense of defeat initially. It’s not as common to know how to **use the experience to your advantage**. The best leaders perfect this talent. Make this your goal.

If you have questions or comments about today’s **Memories** message, please contact us at...

www.maximumbizconsult.com
(717) 755-5419

MAXIMUM
Business Consulting, LLC
a mentor capital firm

...MEMORIES



Business is full of memory-building opportunities. Are you paying attention to them?

Good memories are typically front-of-mind. Whether it be our first sale, the recent big deal we closed, or some major milestone we eclipsed. They are commonly shared with our friends and family...our “wall of fame” stories.

Then there are the less-than-good memories. The time we had to terminate an employee, the day we lost our biggest account, or the year we parted ways with a former partner. Seldom do we share these stories.

While the good times are easily recalled, it is the difficult times that shape us the most. These events are the ones that “train us up” for the next tough time and make us better leaders.

Recall all of your memories, grasp their value, and use them frequently.

Share this Memo with a friend.

Ponder This...

Has my greatest growth come from my successes
or my non-successes?