

A weekly message to help your organization achieve

# MAXIMUM...

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## MAXFACT #77

*"You can't lead anyone else further than you have gone yourself."* -Gene Mauch

Our mindset impacts who and what we are on a daily basis. If you're an optimist by nature, you'll find a way to work through challenges. If you're a pessimist, you'll complain and struggle.

As a leader, it's your job to be a role model. **It's YOUR CHOICE to determine how you will conduct yourself each day.** We all lead by example... make sure yours is a positive one!

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

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## ...FEAR

What keeps you awake at night?

Perhaps you're unwilling to admit it to anyone other than yourself. But deep down inside, most of us periodically harbor fears of various kinds.

Generally speaking there are two types of fear -- fear of failure and fear of success. Both are legitimate...and unproductive. They siphon our positive energy and replace it with ineffectiveness. How can you defeat this recurring demon?

First, objectively assess what you have around you -- existing business, staff, systems, checking account balances and incoming orders. **Commonly, we get so wrapped up in the "fear matter" that we lose sight of our true stability.**

Second, present your situation to several trusted associates to gain their input.

Finally, remove emotion from the situation and objectively attack the intellectual challenges.

## Ponder This...

What's in control when I'm out of control?

We invite you to share this Memo with a colleague. They'll be glad you did!