

A weekly message to help your organization achieve

MAXIMUM...

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MAXFACT #96

“One small step for man, one giant leap for mankind.”

– Neil Armstrong

Was Armstrong “lucky” to be the first man to walk on the moon? Was he “lucky” to have nearly the entire world listening to his every breath and word? No. He was a very accomplished man who had earned his opportunity to make history. Then, he did it!

You don't get to the moon by being lucky! Just as you don't luckily get a team of staunch supporters who'll follow you into business battle daily, then there's no luck in having loyal customers who gladly refer you to others.

We invite you to share this Memo with a friend or colleague.

...MOJO

Ever gotten in that zone where the pieces just seem to fall into place? One or more times in your career when the stars lined up?

Typically, we get so caught up in the moment, that we don't take the time to figure out how this happened.



Rest assured...it was NOT luck! **Luck is a farce.** You MAKE your own successes. How? By the behaviors, actions and risky decisions we make over time. Each causes you to be at a different place in your career. Because of the accumulation of these items you end up somewhere. In some cases that somewhere is “just the right place”.

But it had NOTHING to do with luck...it was your MOJO at work all along. We usually associate MOJO with the actual moment of success. This is a farce too.

Ponder This...

Am I disciplined in my actions every single day?

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

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