

Re-elect George W. Bush - The American way of life depends on it

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THE #1 SALES-IMPROVEMENT MAGAZINE FOR THE AUTOMOTIVE PROFESSIONAL

CHEVROLET

The BIG Sale

Ben Elliott

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Charlie Brown

America Must Have
Strong, Principled Leadership

There's Magic in Enthusiasm

Find Your Hidden Wealth

Retention of Staff, Part II

Five Ways to Make More Money



Ways to Become Uncommon

Get excited, about something! Excitement is an emotion that fires our fuel and something we need to feel once in a while.

- Make time for life, not just work. Some cliches are true, like the one about “all work and no play” making you dull. Life and work are much better when your tools are sharp.

- Experience isn’t everything. It’s good to a point, but change demands that we be better today than we were five or 10 years ago. New procedures, tools and techniques are no better than the old ways if we don’t use them. And experience can’t be something we refer to as how good we used to be.

- Become the CEO of YourLife, Inc. Give value to all the divisions of YourLife, Inc. including your family. How are things in the personal recreation division, or the continuous improvement division? Call it balance or whatever you like but don’t miss this part of life’s treasures. Once it passes you by, there’s no getting it back. (And regrets, or I’m sorry, or I wish is a poor memory to be left with.)

- Take time to think, really think. Take quiet time and creative time. You could be struck by the lightning of an idea. Expose

yourself to creative time and places. If you search, you will find. It’s an ancient wisdom that has been proven over and over.

- Use the law of inertia to your advantage. That means “DO SOMETHING!” Get your body in motion and it will remain in motion, taking you in the direction of completing any task no matter how difficult. Just begin, and the law works for you.

- Embrace new technology. Learning, not just training will make your life easier and better.

- Become a continuous learner. Always be in the process of learning something that improves your skills and makes you better. Learning says, “If I really want, I can get better today.”

- Take a vacation. You’ll get better results, at home and at work, when you take the time to re-charge your battery and get a fresh mindset. Never sell your vacation time or let it expire. It’s worth more than money...it’s your life.

- Be above playing politics. Don’t lie, pander, pout, put down or try to have the biggest something by making anyone else look small. It’s temporary positioning and does irreparable harm to your reputation among customers and co-workers.

- Treat all work as a project. Make everything have a beginning and an end.

We should know when we are finished so that we can celebrate and then begin a new project.

- Communication doesn’t prevent miscommunication. Strive for understanding. By its very definition, understanding prevents misunderstanding. Keep it simple.

- Be uncommon by association. Ever notice how the people around you who have nothing to do always seem to want to do it with you? You will be known by the company you keep.

- Be Gracious, it becomes you.

- Do something impossible. The impossible is done every day. Light, flight, and the four-minute mile were all said to be impossible. What radical dynamic improvement are you working on?

- Life is short, love what you do. If you don’t love what you do, do something else. Or at least begin planning for the day when you can do something you love to do. The common thing to do is just complain. Be uncommon.

- Treat everyone with respect. Not with respect for their job or position, but respect for them as a person. It will gain you much more respect than you can ever give away.

- How often does change happen? Right now. Make sure it happens in you as often as it’s happening around you. Embrace change. Keep up the learning curve.

- Leaders are wherever you find them. They may be anywhere in an organization. Some receptionists will make great leaders. And some managers couldn’t make it as a receptionist. Don’t say, “If I were a VP, I’d make some changes around here.” Start where you stand and make changes that show your leadership qualities and abilities. Someone might notice.

- Big is available so go get it!

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