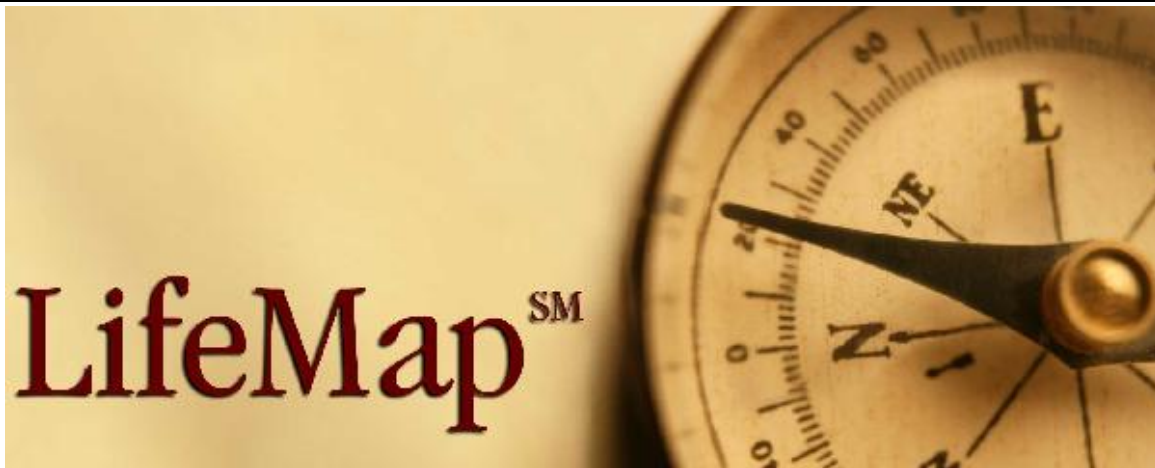


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LifeMap is a navigational tool to help you on your path towards personal and professional success.

Our belief is that you can achieve a more rewarding career, a more productive organization and a more satisfying life.

February 2017

This Month's Message:

The Power of Determination.

Paths Forward:

Resources to Check Out

CAREER BEST SELLER

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The Power of Determination.

I do not often use sports analogies to make a larger point. But on February 2nd the better part of two hundred million people worldwide viewed a powerful demonstration of the power of determination. Into the second half of Super Bowl 51 (enough with the roman numerals already) many had already stopped viewing because with Atlanta ahead by 25 points the outcome seemed inevitable. But the New England Patriots, with skill and heart, overcame a deficit of historic proportion to win in overtime against a strong Atlanta Falcons team. The game is now one for the sports history books but what can the rest of us learn from this remarkable contest.

As I pondered this, a poster came to mind that I've seen on many office walls. It shows a water bird attempting to

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many office walls. It shows a water bird attempting to swallow a frog but the frog's arms reach out and are wrapped around the bird's throat. The caption is often something like "Never, ever give up." It is true that some things are inevitable (death and taxes come to mind) but I wonder how many so-called inevitable events in your life could be turned around with an indomitable spirit. When I was 18 the feared Confidence Course at Paris Island taught me that it is often possible to overcome that which at first looks impossible. For me this has been a most important life lesson. But without being on a world-class sports team or joining the Marines how can the rest of us adopt such a "never say die" attitude?

Here are a few ideas:

Paths Forward:

* **Find Your Heroes.** We all need inspiration. I'm sure Tom Brady has a few sports heroes he looks up to. Heroes exist in every domain. By specifically identifying them we focus on what we want to learn from them. By posting their pictures, reading their biographies, modeling their behaviors and channeling their spirits we improve ourselves by honoring them. A fun exercise: At your next cocktail hour or dinner party ask guests to say who their heroes are - and why.

Here are a few of mine: Carl Rogers, Alan Sostek, Norma Jean Anderson, Martin Seligman, Duke Ellington, John Basilone, Ted Williams, Maurice White, Harry Spitzer, Nelson Mandela, John D. MacDonald, Pat Conroy. I may never be as great as they are but they inspire me to honor them by striving to be my best.

* **Seize Immediate Opportunities & Create New Ones.** Opportunities are looking you in the face right now. It's easy to see how positive events (i.e. a promotion, a new and better boss, an improvement in your health, a supportive relationship) can be an opportunity. But what may appear at first as negative events (i.e. not getting a certain job, a health setback, the end of a relationship) can also offer you opportunities *if* you are willing to make the most of them. A supposed setback can motivate you to grow and develop in ways that are not immediately comfortable such as learning new skills, considering new career paths, motivating yourself to network more, setting higher goals for your personal relationships

* **Get Tougher.** Here I am not referring to the visual toughness we so often see on the sports field: the macho trash-talking or head /chest/fist bumping. I'm talking about mental toughness. When things look bad it's easy to forget those basic skills that have brought you forward so far. When it appears you are losing it's easy to forget how often you practiced flawlessly. When things look dark it's easy to lose heart. How do you develop mental toughness? Research has shown that affirmations and positive self-talk helps. (I.e. "We / I can do this." "I will succeed/ I will win", "I've done this before and I'll do it now"). Making positive cognitive and emotional choices help you toughen up mentally. Don't wait for tough times to do this. You can build your mental

for tough times to do this. You can build your mental toughness as you would build muscular toughness - in regular, repetitive, incremental choices. Every day try to choose focus over distraction, choose optimism over pessimism, choose hope over defeatism, choose courage over panic.

* **Hang In, Hang On.** In Super Bowl 51 the Patriots did what they did best from the kickoff until the win in overtime - they made plays. In retrospect it's clear that even when it appeared New England was losing, they were wearing down Atlanta's formidable defense so that when overtime arrived the Falcons were pretty much out of steam. This was a great example of the power of endurance. And speaking of endurance if you've never read about or watched a film about Ernest Shackleton you must put it on your list.

Shackleton, an early 20th century explorer, sailed for Antarctica to cross the last uncharted continent on foot. After five months fighting through a thousand miles of pack ice (and only one day's sail from his goal) his ship was frozen into the ice. For almost a year they drifted before the ship was crushed to timbers. Under Shackleton's leadership a skeleton crew made a nearly impossible thousand mile sail in a small boat on the earth's worst seas to find a tiny dot of an island and then returned to rescue the remaining party who had survived in the arctic for nearly two years. Not a man was lost. The ship's prophetic name - *Endurance*.

Hopefully you or I will never face such an ordeal. But there are those who have given us real life examples of the power of determination and endurance. Some of our heroes are well known, some are more private. But learning from them will make each of us stronger individuals.

LifeMap (sm) is about choosing who we want to become.

Resources to Check Out

[Endurance: Shackleton's Incredible Voyage](#) Apr 28, 2015 by Alfred Lansing and Nathaniel Philbrick

[Shackleton's Way: Leadership Lessons from the Great Antarctic Explorer](#) Aug 27, 2002 by Margot Morrell and Stephanie Capparell

[South: The Illustrated Story of Shackleton's Last Expedition 1914-1917](#) Jun 27, 2016

CAREER BEST SELLER

For the past 30 years I've surveyed successful job hunters and captured their proven shortcuts, insider knowledge and time-saving / stress-reducing tips.

My new book [Don't Wear Flip-Flops to Your Interview](#) is packed with strategies and techniques that are practical, market-proven, and easy to use. Added to this powerful mix are



DON'T WEAR
Flip-Flops
TO YOUR
Interview

... added to this powerful mix, are the hard-won lessons from the personal experiences of thousands of professionals who have succeeded in the job changing game. It is not necessary for you to struggle to rediscover and reinvent the job hunting process. Here you will find the keys to a more productive, shorter and less stressful job search.

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