

April 06: If You Don't Know Where You Are Going...

"If you don't know where you are going, you probably won't get where you want to be."

Do You Want Another Dose of Poison?

This was the question a client's mother asked her when she had some difficult (but easy) decisions to make. "Do you want another dose of poison?"

Poison can come in many flavors: "toxic" work environments, being mismatched with an inept or passionless boss, getting snared in bad relationships of all kinds, to simply sucking up another day of someone else's exhaust as your car idles on the freeway.

This is not to say that a little poison is not a bad or unavoidable thing. Bio-chemically, our bodies often build up their defenses to stuff that can harm us by actually ingesting that same stuff in small amounts. Dealing with discomfort of whatever origin – your making, your genes, the holiday eating season, to random x-factors -- is one of those uncanny experiences that you secretly love to love. Meeting it, greeting it and then showing it as quickly as possible out the back door is one of the largest sources of happiness known.

The critical pin to hit here – the one that will sequentially start the collapse of the pyramid of things you must do behind it -- is the one with the red letters around its head that reads **CONFRONT**.

Yes, you probably have a good idea of both the varieties and potencies of whatever is accelerating you to the land of assisted living, and you probably shouldn't go after them all simultaneously; believe it or not, combining antidotes can also get a bit tricky. You may want to whip out your ever-present matrix and run a quick priority check to assess those strains you should be knocking down first.

But confront them you must, at your soonest possible Outlook calendar opening. Visualize them square in the eye and mutter with the gothic passion and courage of your favorite Star Wars or Shakespeare hero, "You are killing my _____. Prepare to meet the sting of my (light) saber!"

If it is your car, explore working from home. If it is your boss, move to another group or get out. If it is your kids, sorry, that's their job. If it is your personal budget/your standard of living, downsize, scale back, and prioritize your expenditures. If it is a lack of passion at work, I have a good book for you to read.

Regardless of what ails you, it is at **your** imperative to start looking for the right cure for you and the sooner you start the process, intuitively, the sooner you will be released from its vile grip. Poisons will always be present, don't get me wrong, and new ones have the macabre ability to surface at a moment's whim. No matter what evil potions Life concocts for you though, you are in control of -- and responsible for -- however you choose to purge yourself of their scintillating yet sinister appeals.

Amazon.com has lowered the price of PASSION AT WORK to an unbelievable level (and I don't know why!). Instead of a bottle of wine or random houseplant (both having limited staying power), why not give a gift that keeps on giving! Having 5 or 10 copies on hand to bring along to your next dinner soiree, birthday, housewarming, shower, or just for the sheer hell of it makes a lot of sense! At this price (and if you buy three or more you get free shipping!), I can't think of a better gift. **FRIENDS DON'T LET GOOD FRIENDS WORK WITHOUT PASSION!**

Thank you again to everyone I met recently at The Wharton Club of No. Cal., Columbia Business School, the Princeton Club of NYC, the Darden/UVA Club of NYC and the Wharton Club of Philadelphia!

Upcoming Presentations:
(should you like to attend one, please contact me and I will see what I can do!)

NYC: April 6 at 6:30 to The Wharton Club of NYC.

Boston, MA: April 7th Back to YearUp (woohoo!)

Marblehead, MA: April 11 at 8:30am to the Marblehead Chamber of Commerce

Princeton, NJ: April 19th at 4:30pm to Princeton University Graduate Students.

Kansas City, MO: April 28th at 10:00am to Park University

Dallas, TX: April 28th at 6:00pm to the CEO Club of Dallas

NYC: May 5th at noon to The CEO Club of NYC

Philadelphia: May 13th at 2:30pm to The UPENN and Wharton Reunion

Santa Ana, CA: May 17th at 7:30am to The Gentry Group

Los Angeles, CA: May 17th at 6:30 to The Wharton, Stanford and Harvard Business School Clubs of Los Angeles at The Peninsula Hotel

Cambridge, MA: June 9th at 2:00pm to The MIT Sloan Reunion

(tentative) Norfolk, VA: August 4th at 9:00am - Keynote to the Eastern College and Employer Association Annual Conference

While on the topic of presentations, you can listen to a podcast of my recent presentation to the Bootstrappers and Wharton Club of Austin by clicking here.

(Thanks again Bijoy and Brian!).

Much more coming soon! Also, any comments on the next version of the format of this Release (background color, font size, etc.) are appreciated!

Stay in trouble out there!