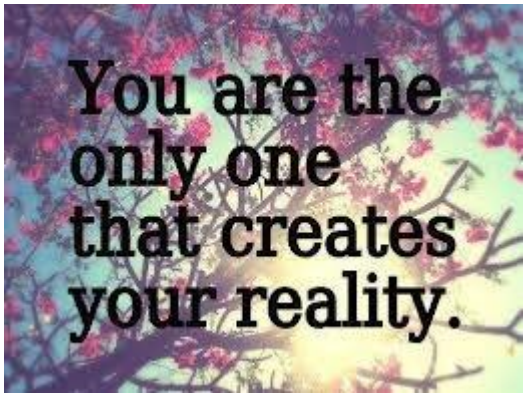
Beware of the “Dark Side” of Entrepreneurism

As someone with lots of entrepreneurial DNA in my blood, what gets me excited are the opportunities that rise to their potential with lots of upside. We are working on a project right now that has lots of potential, and I feel situations like this help to bring a team together to work on something that could have an upside beyond existing expectations.

Think It Into Reality



So you have had a hard day and you have lots of things coming at you – work, deadlines, bosses, personnel issues, organizing a family – and you feel overwhelmed with it all. Your brain is about to explode. Feel like this often? I do at times. How does it make you feel to know that, according to famous Harvard professor and psychologist William James, the average person uses only 10 percent of his mental power? Wouldn’t it be nice to use more?

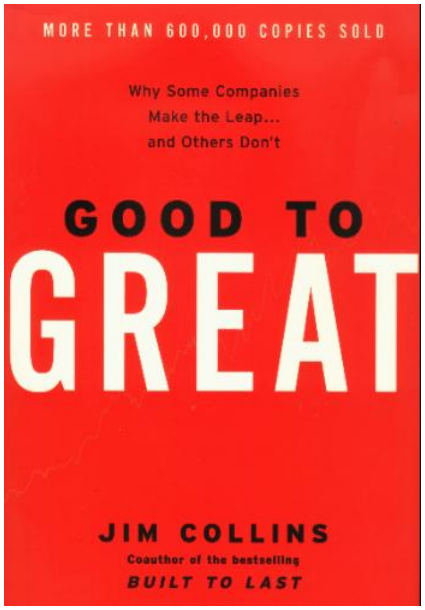
Are We All Salespeople?

Over the past few months, I have been contemplating and researching speakers that would be a good fit for the EO Argentina University in November in Buenos Aries. Our theme for the university is "Tango with the Unexpected." As co-chair of learning, I am working to bring in people that will meet EO expectations, which are very high, and relate with our theme. One speaker I would like to bring in is Daniel Pink. However, given he is in such high demand, I am not sure we can fit into his schedule or he can fit into our budget.

It's a Give and Ask Business World

I have written a few blogs from David Meerman Scott's books and blogs because they relate so much to the social media world we are in today. Scott's work is all about creating a worldwide rave around what you offer, by putting valuable content out on the web that will build credibility and create value for others. He also discusses using current events to leverage more interest and exposure around what you offer the world.

Are You Confronting the Brutal Facts?



We have had a nice run in the markets over the past few weeks, hitting record highs for seven consecutive days. It would seem like good times ahead and I would so much like to jump on that bandwagon. I have seen this before and it makes me very cautious, given what is probably ahead. With any market and economic difficulties, there is always opportunity. The key signature of the DNA in a real entrepreneur is always being in search of opportunities in any environment, and then acting on them.

When looking for opportunities, we must first practice the Stockdale Paradox, which is coined by Jim Collins in his book Good to Great. In the book, Admiral Jim Stockdale makes observations of those that survived being prisoners of war in Vietnam and those that did not. Admiral Stockdale was there for eight years and endured the most brutal of situations.

Follow the Big Trends or the

Small Ones?

I have talked to a lot of people about the big trend of mobile, the growth in this area, how it is changing the way we do business, and how if we don’t want to be left behind, we need to adapt. Some of this has a longer time horizon and some of it needs to be thought about in the short-term.

Adding Context to Your Decisions

When we look at the world, a lot of times we miss the aspect of context on how we look at things. This has importance in making business decisions of all sizes and shapes. This can show up a lot with people’s decisions and with how they look at their competitors and strategies.

Partnering for Growth

A few weeks back, I shared what we are dong to move forward on the path of concentration around a certain focus with mobile. We have built a mobile app platform that is customizable and appropriate for our focus of working with marketing companies. This has been an evolution for us, and one that recently has had a lot of the details come together.

As I shared before, mobile is growing and the smart phone is being adopted with exponential growth. It has provided opportunity for businesses to connect with their customers that has not been possible before.

The Goal Is Antifragile

Some of you may remember the book, “The Black Swan,” that I have written quite a few blogs on in the past. The reason I have shared from Nassim Taleb often is his philosophical thinking about the world and investing is so insightful and unique that it makes for serious contemplation about the world in which we live.

Riding The Wheel Of Life

As I come back from an EO Insignia and Quantum Leap conference in Park City, Utah, I carry with me some great experiences. This conference brings all the segregated forums together to have time to interact with each other and gain a personalized approach to the EO experience. Insignia is for people with 7 years or more in EO, and Quantum Leap is for those with $15-million or more in revenue. We get time with the large group as well as with our own forum, which includes a coach to take us through exercises.