

# The Middle Class Revolution

Running a mutual fund and being in the investment world for more than 20 years got me in the habit of looking to the future and observing the changes that were coming, and what they would mean for new opportunities. This was necessary to look at where to place money for the prospect of generating above-average returns. It also appealed to my entrepreneurial side of filling a gap that existed because of the opportunities that I was seeing. I would sometimes go into overload, thinking about all the things that could be done to take advantage of potential opportunities.

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## Do You Have Happy Non-Performers?



I was excited to get confirmation recently that Rasmus Ankersen will be speaking at the E0 Argentina University in November. I saw him speak at the E0 India Conference a few years ago and his discussion stuck out in my head. Matt Stewart and I, as Learning Co-

chairs, along with Joy Hayes and Leslie Baum at E0 Global, discussed how he would be a good fit for our theme for the University of “Tango with the Unexpected.”

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# Want Big Bucks? Think Elegant Organization

What is it about Facebook, LinkedIn, and Amazon that we can't stay away from them? What makes them so valuable? Well the answer is elegant organization. Let me give you a little background to explain what this means.



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## The Conference Effect



Coming back from an E0 event will usually light a fire under you bottom to get focused, look at new opportunities, fix or add a process, or just be plain fired up about your business. When you mix it up with 450 entrepreneurs from mainly the east coast and hear from great speakers, you feel the surge of entrepreneur juices flowing through you.

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# Is Geo-Fencing on Your Map?

As we continue to build mobile apps for clients, the advantages resulting from these apps are appearing limitless. I have been in Charlotte this week for the E0 Nerve Conference. When I called for a taxi, they said that I can download an app that will send a taxi to me. Not only that, but I can follow the taxi's location as it comes to pick me up.



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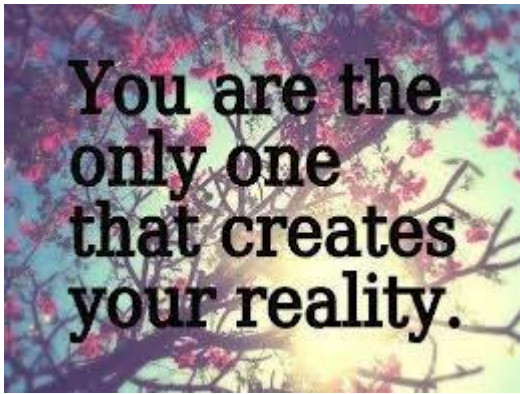
# Beware of the “Dark Side” of Entrepreneurism

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.



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# 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?

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## Are We All Salespeople?

Over the past few months, I have been contemplating and researching speakers that would be a good fit for the E0 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 E0 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

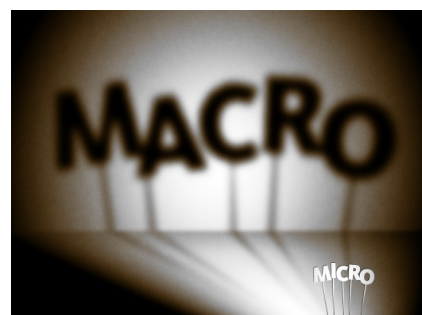


can fit into our budget.

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## 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.



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## 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.