

A Great Question . . .

Why Is A Quick Response So Important To Building One's Business And Helping Those Around Us To Build Their Business?

A Story . . .

My wife, Rosanna, was looking for some professional services for Synergy a few weeks ago and she called three individuals. One of those individuals responded on a Saturday and they talked. Another one of those individuals responded on a Monday and Rosanna did not work with that person. The person who responded got a chance to get the business due to their responsiveness on a Saturday.

A Great Student . . . How This Applies To Each Of You

One of the reasons I see the success in business that I do is that I'm so fast / responsive. Someone asks something and I nail it fast!

Not to be tough, just important for all the E-VA's and LP's to know...

The Mark Boersma Volleyball Principle

If you're playing volleyball with Mark Boersma and the ball comes down in your area and you just stand there Mark will move into your area and take that ball. He just will!

If The Truth Hurts . . . It Was Meant To Hurt :-) Learn To Embrace The Pain Of Growth

Look out for one another. Cover one another's backs. Support one another. Together you can all accomplish far more than you ever could on your own. Jonathan or a teammate should have responded in minutes to that. :-)

When we respond quickly than people believe we'll continue to be responsive. If we have too much on our plate to be that responsive then have someone else slide in and help out.

Team, I do not expect anyone of you to be as committed to your company or even your own personal Life Vision as I am. I get it . . . I am very different. :-) What I Do Expect . . . I am building is a team of individuals who will, as a team be able to be stronger, faster and better than I am. I will accept that contracting with 8 E-VA's is not enough to be able to be as strong or as 3 D's as I am which is why Synergy will be contracting with more E-VA's :-) What each of you will find, in the future that even having more people and resources that you'll still have very hard time keeping up with my 3 D's. Why? I think it's mostly my Life Vision is so very strong.

- If you have something then act on it and up/out while you do it.
- If you are not able to act on something then forward it to someone else who has the ability that can either act on it quickly OR can dish it to someone who can.
- Misty shared a while back that she was seeking why people are so connected to me and at times mesmerized by me. One reason is my frequency and intensity. People know that I always expect more out of others than I do out of myself (great leadership) and that by hanging around me they will continued to be challenged and reach higher levels of success in being connected to me.
- Wendy shared that one of the things she loves about me is the devotion to me that so many people have to me who are around me have. The reason for this is that what I'm sharing is not for my benefit, even though I will benefit from it, it's not for me IT'S ABOUT THE CUSTOMER and providing an experience to the customer that they have never experienced. It's helping people like Brianne to realize "How selfish I am." and loving to see the truth of things that hurt. To be close to me, one has to value truth even if it hurts and a desire to learn and grow and be all that God would have us to be. :-)

Be disciplined enough to execute things fast or to make sure that someone else does it even faster!