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Bob: The Saga Continues

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Greg combines his leadership training from General Electric with his passion for coaching, training and mentoring to inspire executives to discover their true career value, unlock their passion, and communicate their competencies to sharpen their leadership skills, improve their performance and create the professional growth they desire.

Greg has addressed many TENG and FENG Chapters as well as other professional groups throughout the Northeast.

This newsletter continues from where we left off in December (TENG Newsletter, Vol. 5 No 15) and revisits Bob's career search.

Ed

Happy New Year!!! May the New Year be filled with Health, Happiness and Prosperity for you.

This newsletter contains another true story about Bob that demonstrates the importance of being open to receiving what you want from any direction. We often think we are being open only to find that we are still trying to control how we get what we want. Know what you want. Don't control how you get it. Let it flow to you. Read. Reflect. Enjoy.

Greg

When we last saw Bob, he was bemoaning the fact that his resume did not communicate the value he adds or his passion. Having addressed these issues, Bob set about networking to connect to his ideal job and to those who need done what he loves to do. He was able to meet with a senior executive.

After the usual chit-chat, Bob proceeded to communicate his value, his passion and the role he wanted to play in an organization. What happened next was classic.

Exec: Have you ever considered working for a Venture Capital firm?

Bob: No. I am not interested in working at a Venture Capital firm. I prefer to be part of the management team that grows start-ups.

The meeting ended pleasantly enough with the promise to keep in touch. Bob felt uneasy as he left the meeting. Had he missed an opportunity?

YES!!!

After sharing this experience with me, I suggested that he follow up with the executive and ask for the clarification he had not been open to receiving during the meeting. And so he did.

Bob: During our meeting, you asked if I had considered working at a Venture Capital firm. Could you tell me more about what you had in mind?

Exec: VC's often have "entrepreneurs in residence" or partners and associates that have operational experience. They help the portfolio companies develop and build strategies/businesses.

Bob: That sounds like a great fit for me.

Exec: I will send you a website to check out. In the meantime, there's a position at ABC Venture Capital firm that you may want to explore. I will send you the contact info on that, too.

Bob was fortunate. He salvaged this situation. It has turned into a valuable relationship and a promising opportunity.

The lesson Bob learned was that missed opportunities are not the result of focusing on what you want and being specific, but rather are the result of trying to control how you get what you want and being blind to opportunities that do not come to you in the manner you expect.

Understand...Know that the universe is conspiring to give you what you want. So be specific in describing what you want and focus your thoughts on having it. See yourself in your new role. Stop trying to control how you get it. Be in the flow.

Don't be so busy looking at the door you expect the opportunity to come through that you do not hear the knocking at another door.

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Quote of the Day:

"When one door of happiness closes, another opens; but often we look so long at the closed door that we do not see the one which has opened for us." -- Helen Keller

Great quote. Remember that the possibilities are unlimited. You just have to recognize them.

Suggested Reading:

The Power of Intention by Dr. Wayne Dyer. A great time to identify and eliminate patterns in your life that no longer serve you. If you don't like what you have been attracting into your life, practice some of the lessons in this book to begin to change your thoughts and thus begin to change your life.

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