Guest,

Welcome to:

Re-entertainize Your Sales Team & Staff

Presented by
Lighthouse Consulting Services, LLC

To print program slides, click here:

Featured Guest:
Mike Pierce
Phone: 760-230-2187
Email: antarcticmike@gmail.com

Host:
Dana Borowka, MA
CEO, Lighthouse Consulting Services, LLC
Author of Cracking The Personality Code
Phone: (310) 453-6556, ext. 403
Email: dana@lighthouseconsulting.com
Book: www.crackingthepersonalitycode.com

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3130 Wilshire Blvd. Suite 550
Santa Monica, CA 90403
T 310.453.6556
F 310.828.6987
reception@lighthouseconsulting.com

• In-depth Workstyle & Personality Assessments
• Interpersonal Coaching
• Workshops - Cracking The Personality Code
• Career Guidance
Why I went to Antarctica

- Had little to do with cold weather or running
- Rather, it was about following in the footsteps of whom I consider one of the greatest leaders of men ever, Ernest Shackleton
- The parallels between an Antarctic expedition and what a small business does are amazing
When the ship gets stuck in the ice, what do you do?

- Shackleton taught his guys the greatest threat they face is NOT the ice or ship being stuck, but the lack of their minds not staying engaged and moving forward.

- Separate what you have NO control over from what you have TOTAL control over.
Shackleton leveraged the power of recognition and celebration.
Shackleton was both PASSIONATE about what he did and COMPASSIONATE for those whom he did things for.
How Shackleton recruited his team was amazing: He showcased his opportunity to be different, compelling and adventurous.
Race To The South Pole

Scott vs Amundsen: Discipline is not just what you DO, but what you DON’T do.

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Sacrifice

The difference between making inconvenient choices vs choices that are truly sacrificial, that really cost you something costly.
Training in the Freezer

You play the game the way you practice.

Make the practice harder and the game goes easier.
How you define your gold medal is critical to leading people effectively.
Thank you for attending
Re-encryptivize Your Sales Team & Staff

Click Here to contact our Featured Guest directly.

Click on this link to sign up for our upcoming Open Line: 'Re-encryptivize Your Sales Team & Staff'.

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