



TIP OF THE WEEK

April 17, 2007

Now I am not usually prone to bashing cultural icons like Disney heroes. But, I think that Cinderella was full of prunes when she said, "If you keep on believing, the dream that you wish will come true."

I much prefer what the Music Man, Harold Hill, said to Marian the Librarian. "Pile up enough tomorrows and you'll look back to find all you have is a bunch of empty yesterdays."

It's tough out there and 'hope' is not a strategy. Dreams are nice but plans and tactics get stuff done. Also, remember to share your plans and tactics with others. No one can accomplish everything on their own, and generally strategy should not be a secret from your own team.

Dreams can become reality with planning and action. I'd have preferred if Cinderella had said, "May I see this slipper in a 7-1/2 narrow."

Good luck. Work **ON** your business. Stay in touch.

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