

# *From Bell Island to the Island of Manhattan*

*Success Stories in Business*



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## Executive Summary

- This is not a story about “me” – it is a story about all of us



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## Executive Summary

- This is not a story about “me” – it is a story about all of us
- It is a story of:
  - A flawed human being on a quest for personal and professional authenticity



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## Executive Summary

- This is not a story about “me” – it is a story about all of us
- It is a story of:
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  - Struggle, challenge, failure and victory and the success that comes as a byproduct of all of these



## Executive Summary

- This is not a story about “me” – it is a story about all of us
- It is a story of:
  - A flawed human being on a quest for personal and professional authenticity
  - Struggle, challenge, failure and victory and the success that comes as a byproduct of all of these
  - How life’s experiences don’t define us but reveal how we are defined

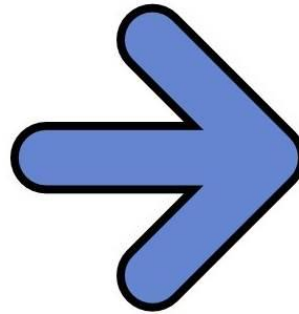


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## What to expect from me



To influence the mind,  
one has to touch the heart

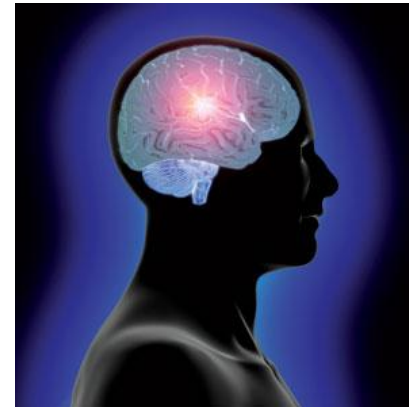
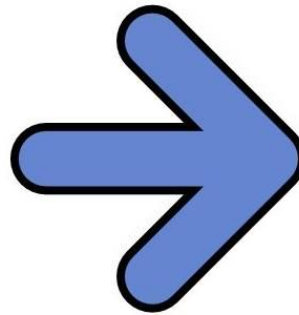


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## What to expect from me



**When that doesn't work,  
a cranial defibrillator comes in handy**



## What to expect from me



### **TOUGH QUESTIONS**

... when easy answers don't cut it.

**I like to ask difficult questions**



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## What to expect from me



I prefer stories over dry figures

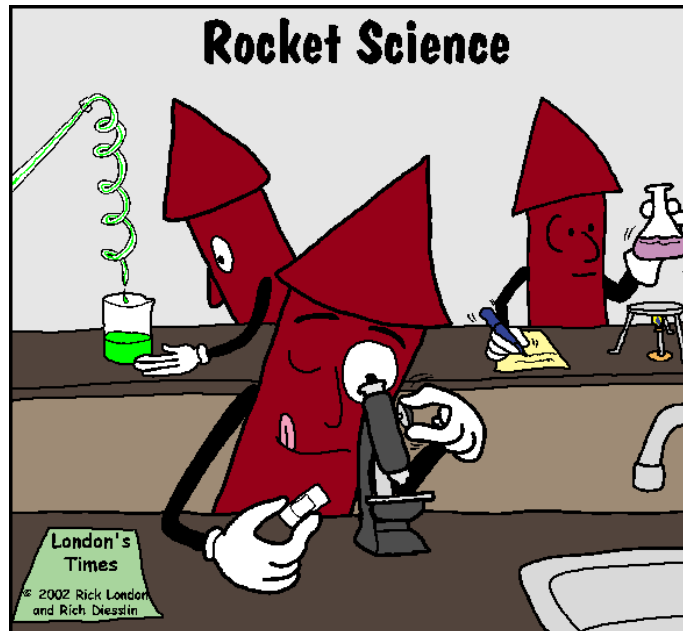


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## What to expect from me



What I am sharing is NOT rocket science but ...



## What's in it for you?

- It all depends on your life context and what you are open to receiving



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## What's in it for you?

- It all depends on your life context and what you are open to receiving
- Life is not a one-size-fits-all model

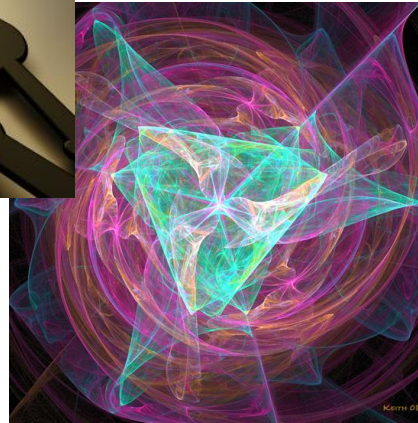


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# Success - what's required of you?

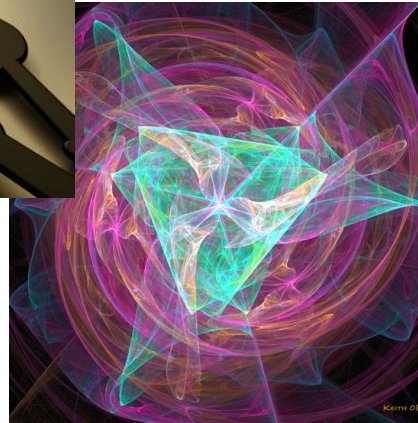


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# Success - what's required of you?



Duh!



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## Success - what's required of you?

Synergy	Strategic Fit	Gap Analysis	Best Practice	Bottom Line
Revisit	Bandwidth	Hardball	Out of the Loop	Benchmark
Value-Added	Proactive	Win-Win	Think Outside the Box	Fast Track
Result-Driven	Empower [or] Empowerment	Knowledge Base	Total Quality [or] Quality Driven	Touch Base
Mindset	Client Focus[ed]	Ball Park	Game Plan	Leverage

**Stop playing cliché bingo**



For example ....



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For example ....

**We competently revolutionize  
high standards in workforce  
management and seamlessly  
leverage existing world-class  
delivery techniques to exceed  
and go far beyond customer  
expectations.**



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## Success - what's required of you?



**Have a heightened sense of purpose**



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## Success - what's required of you?



### GOALS

IT'S BEST TO AVOID STANDING DIRECTLY BETWEEN A COMPETITIVE JERK AND HIS GOALS.

[www.despair.com](http://www.despair.com)

Have an  
insatiable  
desire to  
win ...  
but not at  
the  
expense of  
others



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## Success - what's required of you?



**Go where  
others have not  
gone before ....  
leave a positive  
mark that says  
“I was here and  
I made a  
difference”**



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**To think of it in a different way**

**What is your legacy?**

**How will you be remembered  
when you are gone?**

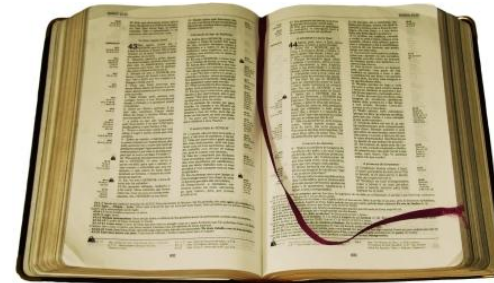
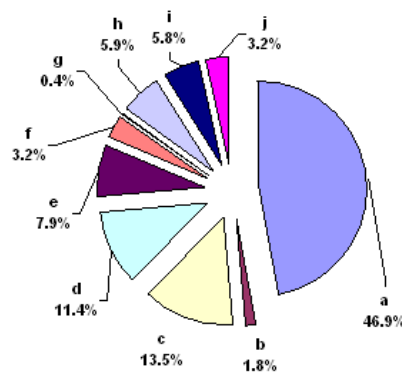


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## Expressing success – which model?



## Mathematically – the universal model

Success {

$$\begin{aligned} \sigma_{ed}(\mu, E) &= \sigma_{ed}(\mu, E) \\ &- \frac{2\eta}{1-\mu} \operatorname{Re} \left\{ \exp \left( i\eta \ln \frac{1-\mu}{2} \right) \sum_{\ell=0}^{NL} \frac{2\ell+1}{2} a_{\ell}(E) P_{\ell}(\mu) \right\} \\ &+ \sum_{\ell=0}^{NL} \frac{2\ell+1}{2} b_{\ell}(E) P_{\ell}(\mu) \end{aligned}$$

$$\begin{aligned} \sigma_{ei}(\mu, E) &= \sigma_{ei}(\mu, E) \\ &- \frac{2\eta}{1-\mu^2} \operatorname{Re} \left\{ \sum_{\ell=0}^{NL} \left[ (1+\mu) \exp \left( i\eta \ln \frac{1-\mu}{2} \right) \right. \right. \\ &+ \left. \left. (-1)^{\ell} (1-\mu) \exp \left( i\eta \ln \frac{1+\mu}{2} \right) \right] \frac{2\ell+1}{2} a_{\ell}(E) P_{\ell}(\mu) \right\} \\ &+ \sum_{\ell=0}^{NL} \frac{4\ell+1}{2} b_{\ell}(E) P_{2\ell}(\mu) \end{aligned}$$





## Exactly .... TOO SIMPLE!

Success



$$\begin{aligned}
 \sigma_{ed}(\mu, E) &= \sigma_{ed}(\mu, E) \\
 &- \frac{2\eta}{1-\mu} \operatorname{Re} \left\{ \exp \left( i\eta \ln \frac{1-\mu}{2} \right) \sum_{\ell=0}^{NL} \frac{\ell+1}{2} a_{\ell}(E) P_{\ell}(\mu) \right\} \\
 &- \sum_{\ell=0}^{NL} \frac{2\ell+1}{2} b_{\ell}(E) P_{\ell}(\mu) \\
 \sigma_{ei}(\mu, E) &= \sigma_{ei}(\mu, E) \\
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 &+ \sum_{\ell=0}^{NL} \frac{2\ell+1}{2} b_{\ell}(E) P_{\ell}(\mu)
 \end{aligned}$$





**Success is an experience – not a result**



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Success is an experience – not a result

**Manifests using**

**Passion**



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**Success is an experience – not a result**

**Manifests using**

**Passion**

**Authenticity**



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**Success is an experience – not a result**

**Manifests using**

**Passion**

**Authenticity**

**Strategy**



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# Thinking about the subject

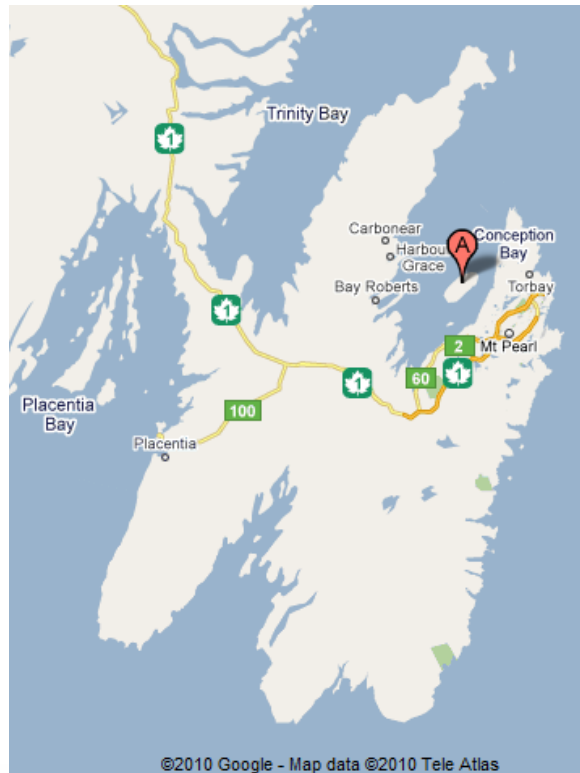


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## Where Bell Island is ...

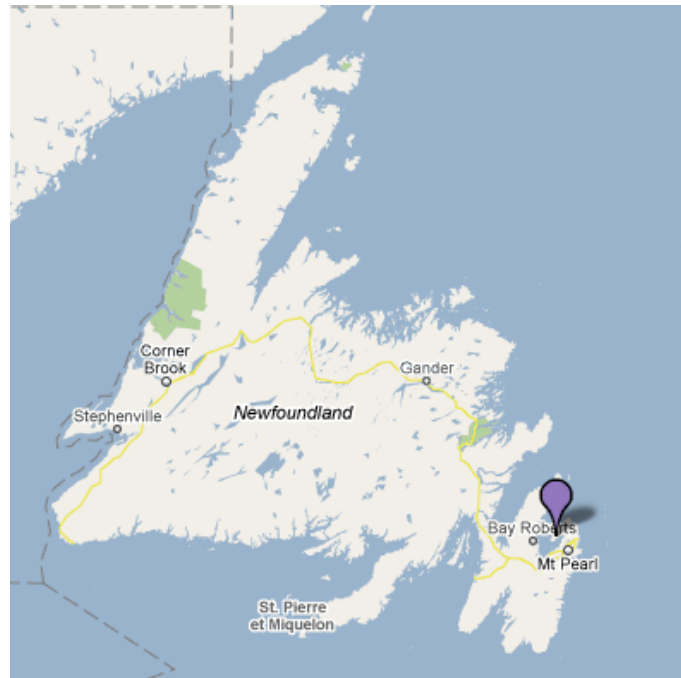


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## Where the Isle of Newfoundland is ...

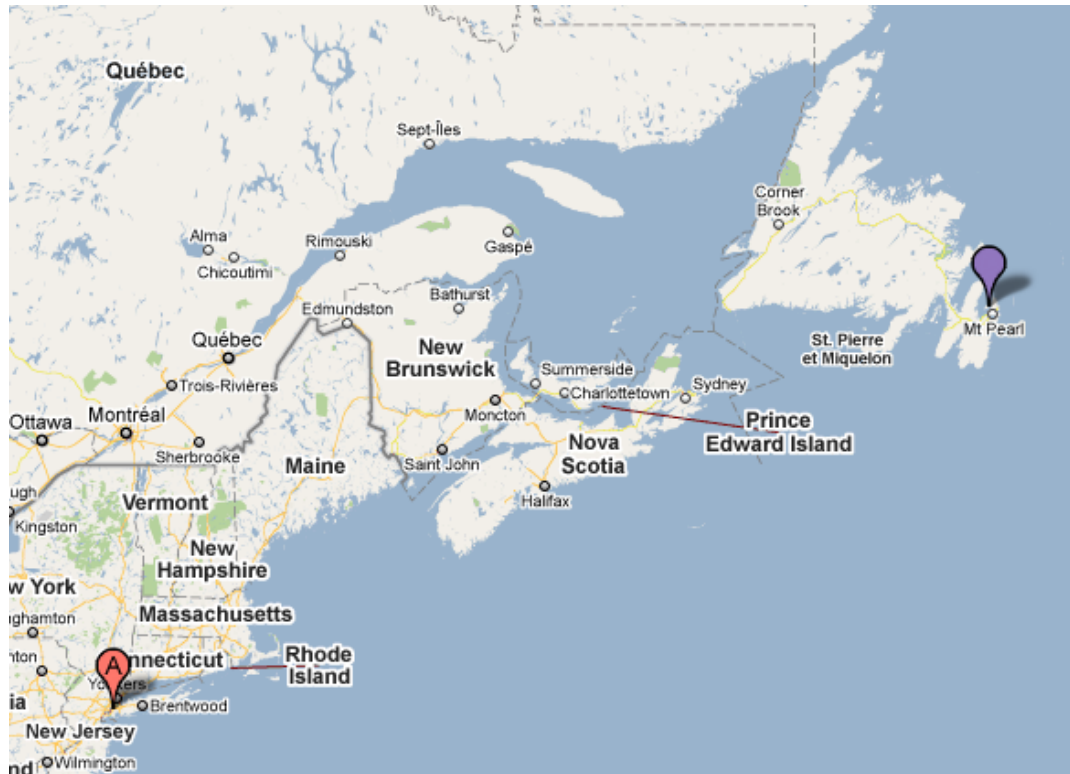


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## Or where New York is



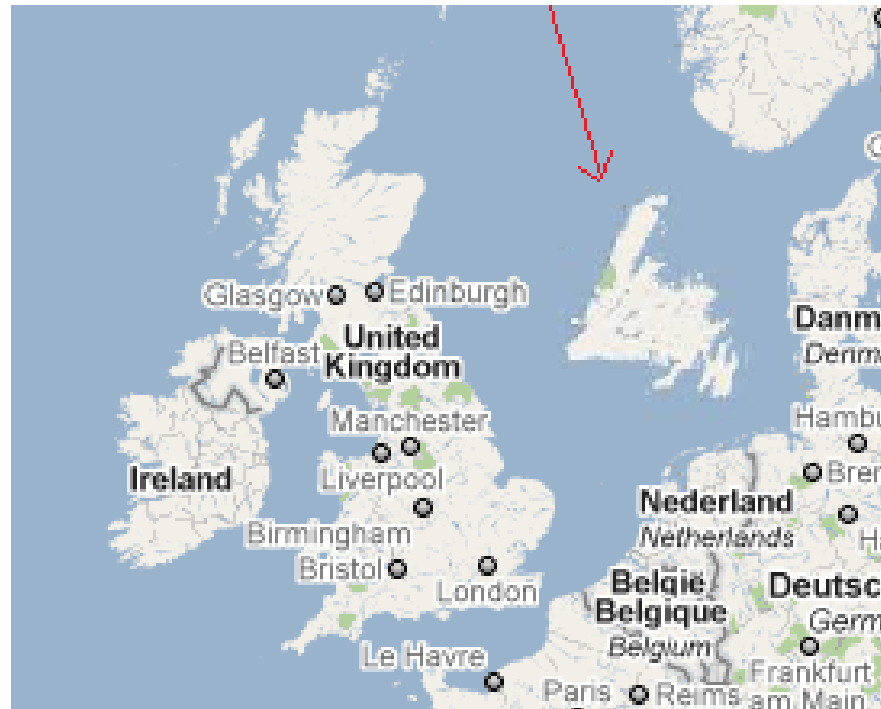
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# We are not here ....



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And we are definitely not here!



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**Bell Island to NYC - not a big stretch**



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## Bell Island to NYC - not a big stretch

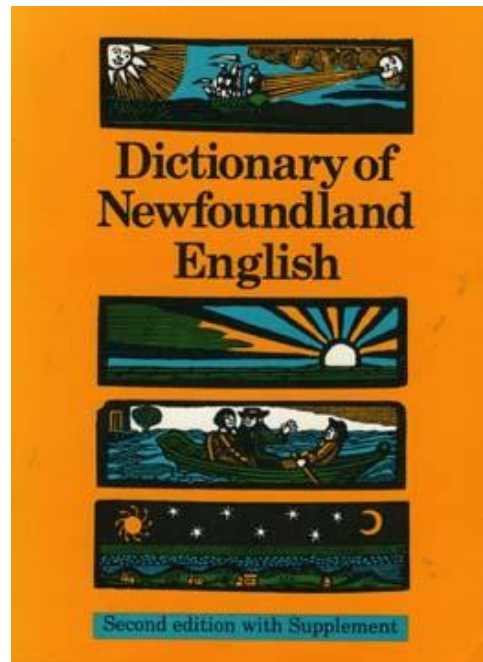


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## Bell Island to NYC - not a big stretch



**CENSORED**



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## Bell Island to NYC - not a big stretch



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## Bell Island to NYC - not a big stretch



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## Bell Island to NYC - not a big stretch



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## Bell Island to NYC - not a big stretch

So how difficult can a transition  
from one to the other be?



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# Gifted beginnings are helpful



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## Gifted beginnings are helpful



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## Gifted beginnings are helpful



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## Gifted beginnings are helpful



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## Gifted beginnings are helpful



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**Gifted beginnings are helpful**

**A confession of  
an unfair advantage**



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## My early years



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Or in other words

**We may not know what we want,**



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Or in other words

**We may not know what we want,  
BUT  
we DEFINITELY know  
what we don't want!**



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Or in *other* other words

**Do you know what YOU want**



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Or in *other* other words

**Do you know what YOU want  
AND  
what YOU are willing to do**



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Or in *other* other words

**Do you know what YOU want  
AND  
what YOU are willing to do  
AND  
who YOU are willing to serve  
to get it?**



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# The most important question of all

- Can you answer this question, honestly and authentically?



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## The most important question of all

- Can you answer this question, honestly and authentically?

**“WHY?”**



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# The greatest impediments to success

Answering this question  
helps us to understand the difference  
between successful  
and unsuccessful people  
**AND**  
defines success in our personal context



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Studies show us only a few make it



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## Living on purpose



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## Living on purpose

Instead of asking  
*“Who am I?”*  
ask  
*“Whose am I?”*

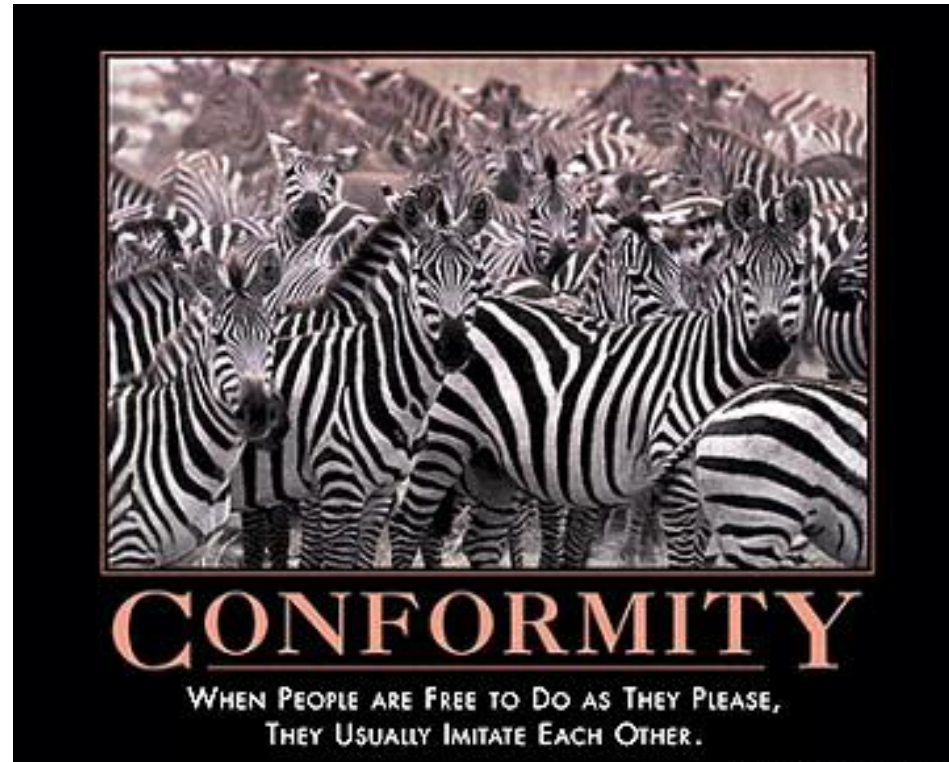


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## Being authentic



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## Being authentic



# Living your core values





# Congruence of intention and action



**Activity**

versus



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## Congruence of intention and action

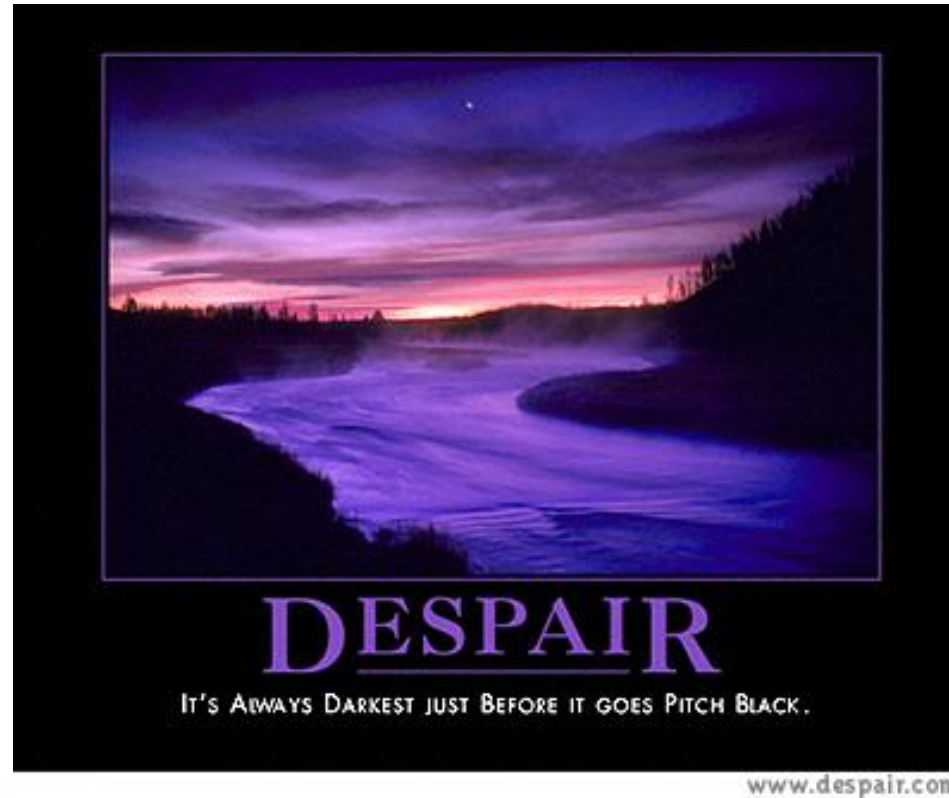


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## Congruence of intention and action



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# Knowing your capability



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## Knowing your capability



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# Knowing your capability



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## Knowing your capability



" No this isn't ' the old good cop,bad cop routine '.This is the old bad cop,worst cop routine ! "



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## Knowing your capability

How do you know?



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## Seizing the moment



**Narender Nath**



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So ... Life has given you lemons



**Narender Nath – AGAIN!**



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# Fear – enabler and disabler



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## Fear – enabler and disabler

The greatest fear I have seen  
(and experienced)  
wasn't fear of failure.



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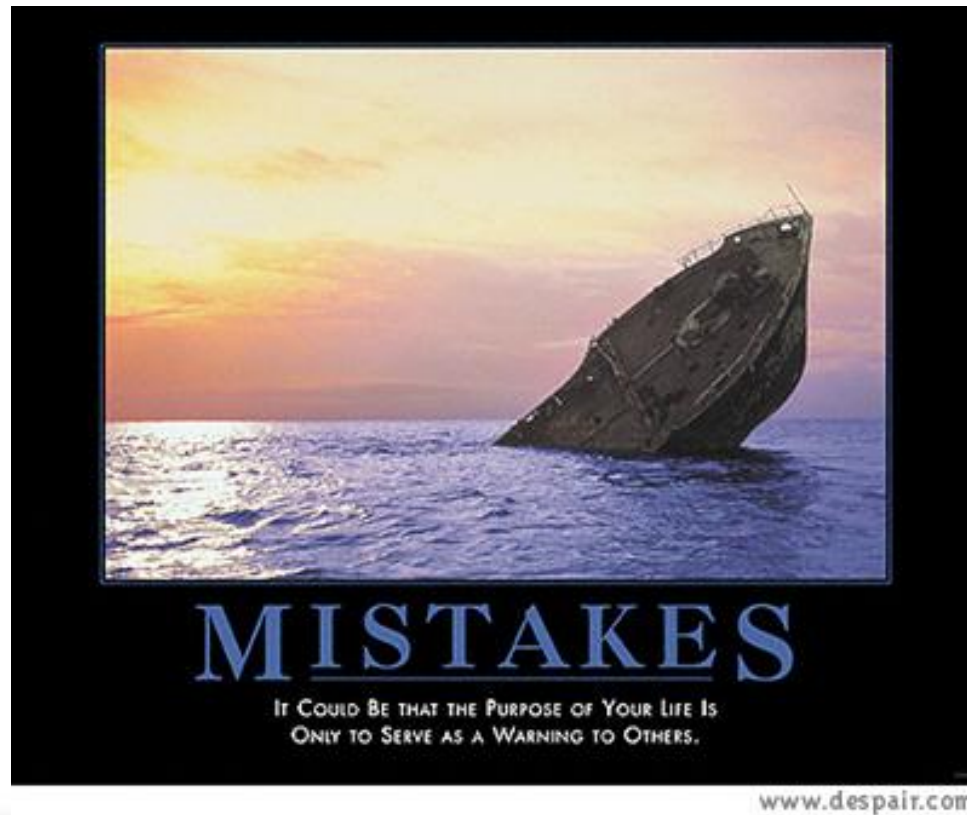
## Fear – enabler and disabler

The greatest fear I have seen  
(and experienced)  
wasn't fear of failure.

It was how others would  
perceive my failure.



## Fear – enabler and disabler



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## Fear – enabler and disabler

No choice is  
**NOT** better  
than the wrong choice





## Fear – enabler and disabler



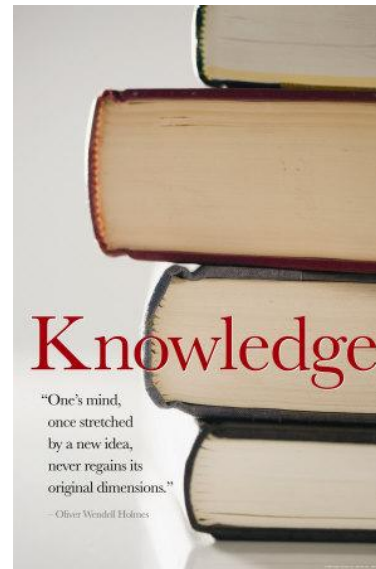
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# Knowledge ...



**Be insatiable about  
acquiring knowledge ...**

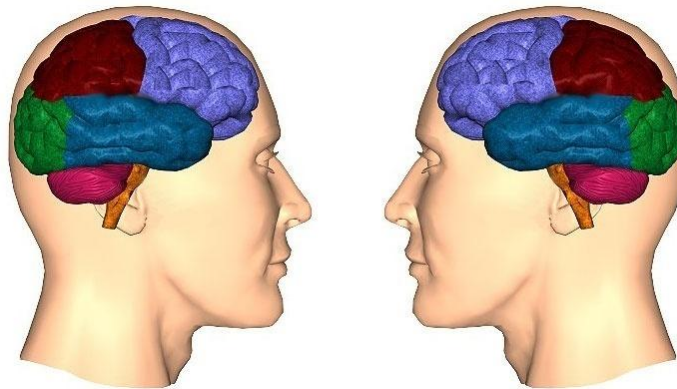


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**Knowledge ... is meant to be shared**



**... and sharing it**



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## Grow your network



**Surround yourself with an  
empowered network and SERVE it**

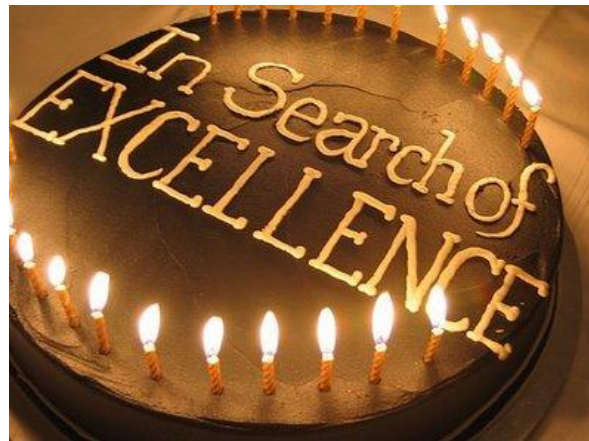


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# Never compromise with excellence



## Demand excellence from yourself and others ...



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**Excellence builds ... it never destroys**



**... and be forgiving -  
especially with yourself**



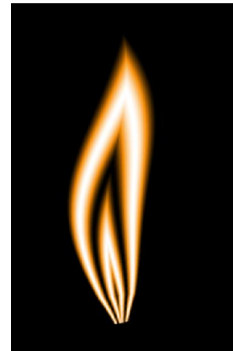
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**Be passionate**

**Ignite passion in yourself and others**



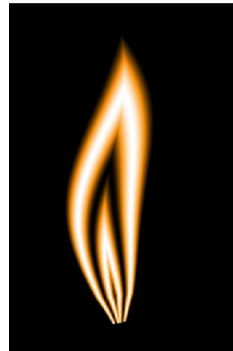
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**Be passionate**

**Ignite passion in yourself and others**



**and ALWAYS be careful Googling passion  
in the Google images collection! ☺**



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## Servant leaders create leaders



**Be humble and grow leaders  
stronger than you are**



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## Servant leaders share



**“I’d rather have a smaller piece  
of a bigger pie than ...”**



## Servant leaders check their ego



**Get over yourself**



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## Servant leaders know their limits



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# Hubris versus humility



**A challenging balancing act**



**It's ok to ask for help**



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Just don't wait too long



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## Know what is important



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# Persevere



**Persevere at ALL cost.**



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# Persevere



**Don't tell us how badly you want something.**

**SHOW US!**



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## Be grateful for everything

### Gratitude

Giving before getting  
Responsibility to ourselves and others  
Attitude towards what we perceive  
Time invested  
Involvement  
Thankfulness  
Understanding our purpose  
Diligence  
Enthusiasm for living

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**Give back sooner rather than later**

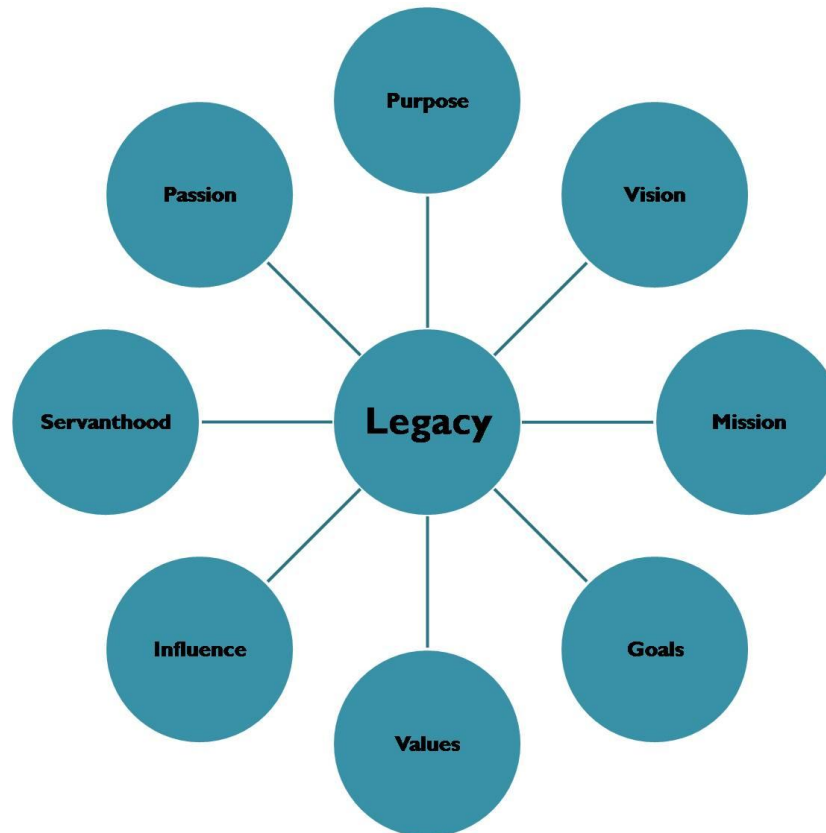


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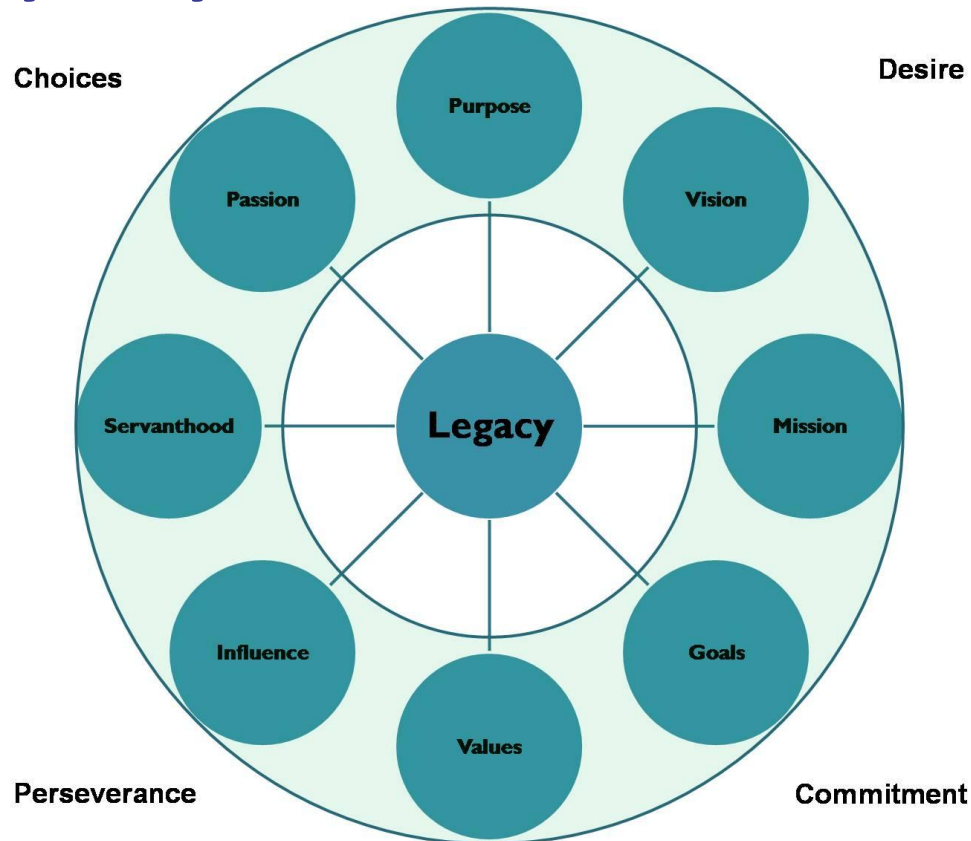
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So it's pretty easy, isn't it?



So very easy 😊

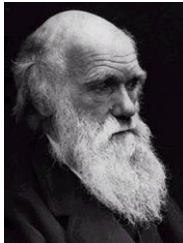


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# The world welcomes success



**Darwin's rules hold true in a  
self-correcting world**



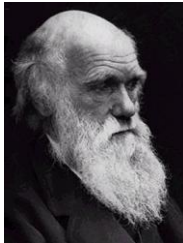
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**Darwin's rules hold true in a  
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**Intelligent forms of evolution thrive**

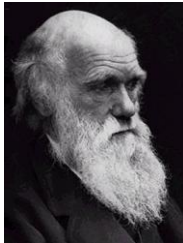


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# The world welcomes success



**Darwin's rules hold true in a  
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**Intelligent forms of evolution thrive**

**The rest .....**



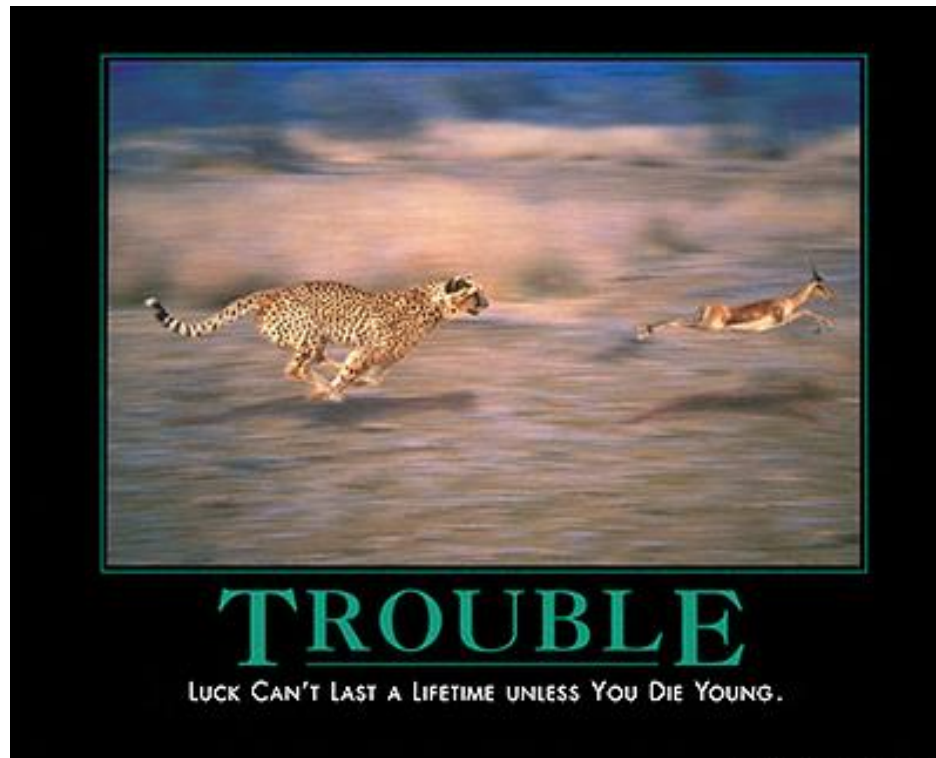
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Let's not go there ....



[www.despair.com](http://www.despair.com)



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## Returning to THE QUESTION

**“WHY?”**



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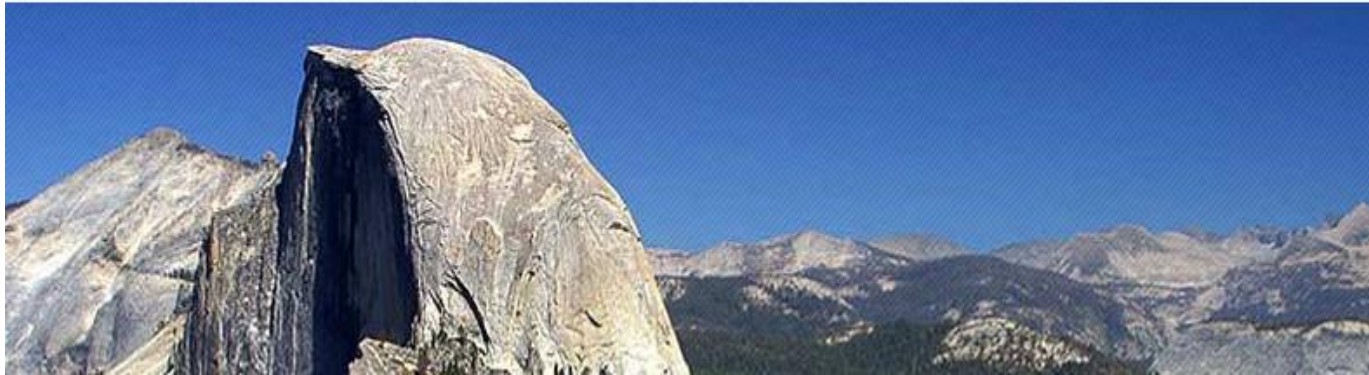
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# Thank you

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## Fortune favors the brave

**“The great thing in the world is not so much where we stand, as in what direction we are moving.”**

**- Oliver Wendell Holmes**

