

Turbo Leadership Systems™

The **TURBO** **Charger**

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To our clients and friends

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Momentum Principle



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**Get
moving!**

Over 40 years ago I read W. Clement Stone's success book, **The Success System That Never Fails**. It inspired and motivated me. In 1965 I subscribed to his magazine simply titled "The Success Magazine." I looked forward each month to it coming in the mail. I listened to him speak on records and tapes. Then years later, I heard him speak in person. I was in the front row on the edge of my chair. As he marched back and forth across the stage engaging his audience to adapt his success formula, a philosophy of personal motivation. He proclaimed, "Do it now, do it now, do it now, do it now."

Fast tempo seems to go hand-in-hand with all great success. Developing this tempo requires that you start moving and keep moving at a steady rate.

When you become an action-oriented person, you activate the "Momentum Principle" of success. This principle says that although it may take tremendous amounts of energy [80x more energy to start an object moving than to keep it moving] to overcome inertia and get going initially, it then takes far less energy to keep going.

Newton's Law of Motion - An object at rest tends to remain at rest; an object in motion tends to remain in motion.

The good news is that the faster you move, the more energy you have. The faster you move, the more you get done and the more effective you feel. The faster you move, the more experience you get and the more you learn. The faster you move, the more competent and capable you become at your work.

A sense of urgency shifts you automatically onto the fast track in your career. The faster you work and the more you get done, the higher will be your levels of self-esteem, self

respect and personal pride.

One of the simplest and yet most powerful ways to get yourself started is to repeat W. Clement Stone's self-starter words, "Do it now! Do it now! Do it now!" over and over to yourself. If you feel yourself slowing or becoming distracted by conversations or low value activities, repeat to yourself the words, "Back to work! Back to work! Back to work!" over and over.

In the final analysis, nothing will help you more in your career than for you to get the reputation for being the kind of person who gets important work done quickly and well. This reputation will make you one of the most valuable and respected people in your field.

Practice makes perfect! Pick up the tempo! Whatever you are doing, resolve to move faster than ever before.

Turbo's "Strategic Actions" program

In one power-packed, tailored day, your team will develop a laser focus for a Turbo thrust into 2011. What do you want? Increased sales? Improved performance? Reduced accidents? Improved morale? Greater engagement? Improved customer service? Improved customer satisfaction? Reduced operating costs?

This 1-day program is based on our work with hundreds of senior management teams over the past 25+ years. Your team will leave equipped to perform at breakthrough levels in 2011.

Call now - 2011 is here!
(503) 625-1867

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