



THE BOTTOM LINE TO PEAK PERFORMANCE

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HERITAGE HILL PARTNERS 508.923.0918

Helping You Build a Path to Results through Business & Individual Coaching

Labor Statistics

Fact #1 – In 1978, our workforce growth rate was 3.5 percent. By 2008, the Bureau of Labor Statistics projects the rate to be 1 percent.

Fact #2 – By 2008, the number of young adult workers, from 25 to 40 year olds, will DECLINE by 1.7 million. That's 1.7 million less workers to replace the nearly 77 million baby boomers who will be eligible for retirement.

Fact #3 – We now add fewer 25 and older workers to the labor force each year than we did through the 1980's.

Fact #4 – The population of the 60-year and older group in the developed world will expand from 99 million in 1950 to 248 million at the turn of the century to 298 million in the year 2050.

Fact #5 – The 50 and older population from 2000-2050 will grow at a rate 68 times faster than the rate of growth for the total population.

Source: *Beyond Workforce 2020*, Hudson Institute. Adapted from *Labor Storm Alert* with permission from Ira Wolfe



Press On!

“Nothing in the world can take the place of persistence. Talent will not; nothing more common than unsuccessful people with talent. Genius will not; unrewarded genius is almost a proverb. Education will not; the world is full of educated derelicts. Persistence and determination alone are omnipotent. The slogan ‘press on’ has solved, and will always solve, the problems of the human race.”

— Calvin Coolidge

‘Press on’ is a powerful and necessary mental attitude. It is the attitude that is found permeating through every successful person and organization.

As a country, we pressed on after 9/11. As a world leader, we knew it was necessary, although it did not change the intensity of the horror, the sadness, or the trauma the events caused. Our country has overcome many obstacles throughout our history. We have accomplished a successful lifestyle by pressing forward through all types of adversity in order to protect the life and the freedoms we enjoy.



Martin Luther King, like many historical heroes, continued to do what was necessary in order to share the power of his vision, no matter what amount of ignorance or violence stood in his way.

The NASA program exists today because the Kennedy administration had a vision and a goal to put a man on the moon. Many thought that vision was insane, however, in 1969 the vision became a reality. The space program has dealt with a great deal of set backs and has needed to press on after such tragedies as the loss of the space shuttle Challenger and the space shuttle Endeavor.

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ONE MINUTE IDEAS

Cell phone safety while driving

To help you keep your hands on the wheel – not on a cell phone – Nokia [www.nokiausa.com] recently introduced a hands-free Bluetooth system for your car.

Here is how it works: You mount a small screen on your dash, which shows the same thing as your cell phone display; then, manage calls and messages with a voice-activated system.

Alternatively, you can use a control unit that mounts to the console and transmits sound through your car's speakers.

It is common sense to take a method and try it. If it fails, admit it frankly and try another. But above all, try something.

– Franklin D. Roosevelt



Heritage Hill Partners

K
Knowledge

A
Attitude

S
Skills

H
Habits

Assists businesses and individuals to improve performance and bottom line results thru...

- Business & Individual Coaching
- Strategic Business Planning, and
- Management & Leadership Development

“We can't solve the problems of today using the same kind of thinking we used to create them” – A. Einstein

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Dan Jansen, a world champion ice skater, went through his share of bad press, ridicule, and challenges. He failed to accomplish a medal in a speed skating event that everyone, including himself, thought was his event. He pressed on through the necessary training and preparation of two Olympic Games and the death of his sister, to accomplish the elusive goal medal. He also set a world record.



Lance Armstrong, 6-time winner of the Tour De France, accomplished those victories by pressing on through a traumatic diagnosis of testicular cancer that metastasized to his brain. Lance, like so many other cancer patients have after diagnosis, adapted a press on attitude in order to deal with the required treatment and victory over their disease.

All of these examples are of exceptional people with press on attitudes who have achieved amazing results in extreme situations. However, I submit to you that the press on attitude is required in everyday life and business. I believe that every person involved in the above examples always had a press on attitude. However, we saw their true capability because they were faced with adverse, challenging, life, or vision threatening situations.



It is unfortunate that we typically only see the real power of a press on attitude when someone is presented with extreme or adverse circumstances, because press on can also be a preemptive strategy.

Make the commitment now to do what is necessary to be successful. Look at each business issue with which you are challenged as an opportunity for success. Use your talent, experience, and education to your advantage.

Keep on...press on...the results are worth it!

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Failure To Success

☞ Walt Disney was fired by a newspaper for lacking ideas. He also went bankrupt several times before he built Disneyland.



☞ When his older brother was killed during WWII, he first withdrew into a shell. Then he began to listen to the radio to ease his pain. Soon he was dreaming about hosting his own radio show. That led Dick Clark to start American Bandstand.

☞ After Fred Astaire's first screen test, a 1933 memo from the MGM testing director said, "Can't act. Slightly bald. Can dance a little." Astaire kept that memo over the fireplace in his Beverly Hills home.

