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A R E P U T A T I O N F O R R E S U L T S A N D E X C E P T I O N A L S E R V I C E .

JUNE 2006

Rediscover what you love

Steve Jobs started Apple Computer, Inc. in his parents' garage when he was 20 years old. Over the next decade, his company grew into a \$2 billion organization with over 4,000 employees. But Steve didn't get to enjoy his company's future successes, because it was at the 10-year mark of his tenure with Apple that his own company fired him - leaving people in the industry wondering, "How did this happen?"

As Apple grew, Steve hired someone he considered very talented to run the company with him. And at first things were great, but eventually their visions of how to manage the business started to diverge and Apple's Board of Directors sided with the other guy. So at the age of 30, Steve found himself out of a job.

Steve's firing was very public and he thought about just packing up and moving out of town.

Then something happened. It dawned on him that he still loved

what he did, so he decided to start all over again.

According to Steve, "I didn't see it then, but it turned out that getting fired from Apple was a good thing. A new beginning and being less sure about everything replaced the heavy burden of being successful. It freed me to enter one of the most creative periods of my life."

Steve got married, started a family and 11 years after leaving Apple, he triumphantly returned as their Chief Executive Officer. "I'm pretty sure none of this would've happened if I hadn't been fired. It was terrible tasting medicine, but I needed it.

Sometimes life hits you in the head with a brick. You just can't lose faith. I'm convinced that the only thing that kept me going was that I loved what I did."

What I learned is that sometimes the worst-tasting medicine is the best cure.

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Keep Your Fork



There was a young woman who had been diagnosed with a terminal illness and had been given three months to live. So as she was getting her things "in order," she contacted her pastor and had him come to her house to discuss certain aspects of her final wishes. She told him which songs she wanted sung at the service, what scriptures she would like read, and what outfit she wanted to be buried in.

Everything was in order and the pastor was preparing to leave when the young woman suddenly remembered something very important to her. "There's one more thing," she said excitedly.

"What's that?" came the pastor's reply.

"This is very important," the young woman continued.

"I want to be buried with a fork in my right hand."

The pastor stood looking at the young woman, not knowing quite what to say.

"That surprises you, doesn't it?" the young woman asked.

"Well, to be honest, I'm puzzled by the request," said the pastor.

The young woman explained. "My grandmother once told me this story, and from there on out, I have always done so. I have also always tried to pass along its message to those I love and those who are in need of encouragement.

In all my years of attending church socials and potluck dinners, I always remember that when the dishes of the main course were being cleared, someone would inevitably lean over and say, 'Keep your fork!' It was my favorite part because I knew that something better was coming, like velvety chocolate cake or deep-dish apple pie. Something wonderful, and with substance! So, I just want people to see me in

that casket with a fork in my hand and I want them to wonder "What's with the fork?"

Then I want you to tell them: "Keep your fork ... the best is yet to come."

The pastor's eyes welled up with tears of joy as he hugged the young woman good-bye. He knew this would be one of the last times he would see her before her death. But he also knew that the young woman had a better grasp of heaven than he did.

She had a better grasp of what heaven would be like than many people twice her age, with twice as much experience and knowledge. She KNEW that something better was coming.

At the funeral people were walking by the young woman's casket and they saw the pretty dress she was wearing and the fork placed in her right hand. Over and over, the pastor heard the question "What's with the fork?" And over and over he smiled.

During his message, the pastor told the people of the conversation he had with the young woman shortly before she died. He also told them about the fork and about what it symbolized to her.

The pastor told the people how he could not stop thinking about the fork and told them that they probably would not be able to stop thinking about it either.

He was right.

So the next time you reach down for your fork, let it remind you ever so gently, that the best is yet to come.

Friends are a very rare jewel, indeed. They make you smile and encourage you to succeed. They lend an ear, they share a word of praise, and they always want to open their hearts to us.

Show your friends how much you care. Remember to always be there for them, even when you need them more. For you never know when it may be their time to

Cherish the time you have, and the memories you share. Being friends with someone is not an opportunity but a sweet responsibility.

And keep your fork.

An Interview To Remember

A human resources interviewer was conducting an interview with a newly graduated engineer from MIT. The interview had been going well until the HR specialist asked the engineer, "What is your salary requirement?"

The engineer thought for a moment and said, "Two hundred thousand dollars a year, but that number is negotiable depending on the benefits the company offers."

The HR specialist quickly responded, "Sounds great. How would you feel about a package that offers six weeks of vacation your very first year, 15 paid holidays, complete medical coverage including dental and vision, a retirement fund that will match up to 50 percent of

your salary, and a company car leased for you every two years - you pick the make and model."

The engineer's jaw dropped and his eyes lit up with excitement. "Wow," he said, "Are you kidding me?"

The HR specialist said, "Yes, I am. But you started it."

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-NORMAN VINCENT PEALE

JUNE QUIZ QUESTION

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HOW LACK OF SLEEP CAN AFFECT YOUR CHILD'S EDUCATION



Children who don't get enough sleep at night often don't perform well in school during the day. According to Brown Medical School and Bradley Hospital research, elementary and middle school students who stay up late exhibit more learning and attention problems.

Seventy-four children (ages six to 12) from Rhode Island and Massachusetts participated in the three-week study. The participating children were healthy and didn't suffer from sleep or psychological disorders. The children wore wrist monitors that logged motion to ensure accuracy throughout the night.

One week, the children went to bed and woke up at their regular times. Another week they stayed up much later than normal. This meant eight hours of sleep for first and second graders and six-and-a-half hours for children in the third grade and up. During the last week, kids spent no fewer than 10 hours in bed each night.

The study's organizers had teachers complete weekly performance and behavior reports without informing them of the amount of sleep students received. Teachers reported more academic and attention problems when the children had less sleep than normal. Gahan Fallone, the study's lead author says, "Staying up late can cause increased academic difficulty and attention problems for otherwise healthy, well-functioning kids. The results provide professionals and parents with a clear message: When a child is having learning and attention problems, the issue of sleep has to be on the radar screen."

- Adapted from the National Institute of Nursing Research and the National Institute of Mental Health websites

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This failed to satisfy the customer and he said even louder, "Do you have any idea who I am?"

The agent just smiled, picked up his public address microphone and announced: "May I have your attention, please. We have a passenger who does not know who he is. If anyone can help him find his identity, please come to the front gate."

The angry man retreated and the crowd applauded.

- Adapted from W. Craig Trader on the Jim Huggins' Humor website

One Way To Handle Difficult People

During the last days of the old Stapleton Airport in Denver, Colorado, one of the airlines cancelled a particular flight. The airline had only one agent to rebook a long line of inconvenienced travelers. Suddenly, an unhappy traveler pushed his way to the head of the line. He slapped his ticket down and

angrily said, "I have to be on this next flight and it has to be first class!"

The ticket agent politely told the man, "I'm sorry sir. I'll be happy to help you, but I've got to help these folks first. I'm sure we'll be able to work something out."

REMEMBERING NAMES

Do you have trouble remembering names when you meet people socially or for business reasons? If you do, you might want to try the following techniques to aid your memory.

Focus. You want to send a positive message to the person you're meeting. Pay attention to your pose. Are you leaning in? Are you telling the person that this moment is important to you and that he or she has your undivided attention?

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