

“You and Your Network”

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Note by Dave Kraft

...Frankl’s conclusion, “Ultimate freedom is man’s right to choose his attitude,”... (19) Most financial problems are related to the one biggest psychological fault in most of us: our inability to delay gratification. We are so anxious for the fruit that we pick it before it is ripe. Oswald chambers defined lust as “I must have it now”—and how true this is with most of us. (24) By gratitude we acknowledge our debt to others and through gratitude we relate positively. Hans Selye scientifically showed how, in his spectrum of energy use, gratitude conserved the vital energies of the person more than any other attitude tested. (25) My family accuses me of an inordinate belief in the body’s ability to cure itself. I can only speak personally, but I have found that when I have the right attitude my body has great recuperative power. (27)

Many a good mousetrap has gone unnoticed and the inventor unrewarded. Good ideas have to find a market, just as capable individuals have to be recognized, and this requires networking. (36) I believe in working for success much more than praying for it. (38) Why should I pay the price of success? Why not stay where it is comfortable? Why push ahead, risking failure? Is it just for ego, or do I feel I have been given a talent, an opportunity, and I don’t want to miss the excitement of worthwhile accomplishment in any period of life, whether youth, middle age, or older years? (39) Choosing a goal in life is not our most important decision. Choosing the direction is more important than choosing the goal. The real (40) progress in life comes in recognizing opportunities. When young people ask me for advice on finding a direction for life, I start out by asking if they want to be “useful” or “self-fulfilled.” (41)

For example, a fat person is delighted with the goal of losing twenty-five pounds but is much less enthusiastic about the plan called a diet. The fat comes off by working the plan, not setting the goal. (43) Another part of my concept is that time is personal—just as personal as money. If you do not let other people indiscriminately spend your money, you have no obligation to let them spend your time. (45) We associate up to learn and associate down to teach. (50) I have never known a person of strong character whose first thought was, “What’s in it for me?” (51) I am convinced that the rarest trait in the executive life is decisiveness.” Ultimate leadership demands decisiveness. And it helps to associate with decisive individuals. (52) Opportunity is always unlimited—it’s our talent, motivation, and dedication that are limited. (66) The media and the book-trade prostitutes have done the nonthinking a great disservice in getting them to exchange the lasting inspiration of the hero for the momentary excitement of the celebrity. (74) While our American philosophy, based on our Judeo-Christian theology, has been one of hero recognition, the Bible has been very instructive to us by its surprising revelation of the heroes of the faith and their weaknesses:

Abraham lied; Jacob was sneaky; David was moody, immoral, and a murderer; Jonah was a traitor and a coward; Joseph was arrogant with his brothers; Peter was a denier and a coward; Paul was a persecutor. They all knew their sins and imperfections—but they refused to let their weakness keep them from using their strength which made them do acts of heroism and become the stalwarts we call heroes. (77) Lives of great men all remind us, we can make our lives sublime. And, departing, leave behind us footprints on the sands of time. (78) A great man sees his talent as a responsibility, while others see it as luck or favor. Most people have a passion for significance. (79) Service is the rent we pay for our space in life. (80) Nothing stirs my corpuscles like the story of someone winning by the rules against the odds. (86)

I think most serious people are concerned that we are in a period in history where mediocrity is the model. (88) While we are choosing our models, we must accept the fact that others may be choosing us. (90) Sydney Harris wrote, “Education is not a mass of facts or inert ideas, as Whitehead called them, but an attitude and appetite and approach, a frame of mind, a function of the full personality, of the will, the spirit, and the imagination as much as of the intellectual force.” (93) The truly educated have been mentored, either in person or by reading or association, by superior minds with greater skills and mature spirits. (94) Our greatest mentors are those who are also our models.

The secret of coaching is to help a person get to where he or she is willing to go. (95) Mediocre people will often display great talent but will not accomplish much because they want to be connected to the coach by association rather than by accomplishment. (96) The best mentoring is intensity in a narrow field...learn, practice, and assimilate. (98) “That man is going to be a great one, isn’t he?” To which Ken replied, “I don’t know. He certainly has the physical equipment, but nobody can see inside his heart, and that is where champions differ.” (101) Excellence comes only to those who are capable of dedicating themselves to it. (103) Maxey Jarman: “Don’t try to strengthen people in their weaknesses; it’s less productive than utilizing their strengths.” (114) Decisiveness, he felt, is one of the rarest traits in leadership. After he retired, he said, “Many people can make a good decision, but very few will.” (115)

Seeking counsel and seeking affirmation are two entirely different things. Lesser humans crave acceptance, while greater ones seek accomplishment. (118) There is value in opposition. Nothing can make us evaluate ourselves more quickly or take stock more deeply than knowing that someone dislikes us. However, never dismiss an enemy without review and consideration. (129) We can never be comfortable with someone whom we feel evaluates our character or motives improperly. (155) The giving and receiving of confidences is really the test of friendship. (156) In real friendship we are happy to see the other person do better than we. (159)

Sigmund Freud said, "I could not point to any need in childhood as strong as that for a father's protection." (172) Daniel Webster said: "Educate your children to self-control, to the habit of holding passion and prejudice and evil tendencies subject to an upright and reasoning will, and you will have done much to abolish misery from their future lives and crimes from society." This is real family support. (174) Wonder has two great enemies: entertainment and acquisition. (193) Gratitude is very pragmatic. For example, Hans Selye, in *The Stress of Life*, points out that according to his research, gratitude is the healthiest of emotions, whereas revenge is the unhealthiest. (197)