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The Alliance Bulletin

An Innovative Financial Resource

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E-Newsletter

June 2009

Dear Sam,

ACC offers this newsletter as a means of sharing thought provoking and stimulating articles to our clients and associates. We hope you find them of interest and invite your submission of articles for future newsletters that you feel would be of interest to our readers. We also invite your input with regards to this change of format from a newsletter mailing to an e-newsletter.



Sam Fallenbaum

ARE YOU ON THE RIGHT MOUNTAIN ?

The Right Mountain emanates from a fictional Everest climb. But, more than an adventure story, The Right Mountain is an illustration of what it means to be successful. It's about the rigors of climbing the world's highest mountain and the ability to understand the dynamics of success that come from teamwork, commitment and self-awareness in a stark new meaning through the face of adversity and even death. The metaphor that is The Right Mountain is a foundation for personal and professional success.

Your Definition of Success

Consider your own individual definition of success as well as the path toward that defined success. Just as you don't just kinda go to climb Everest, you also don't wake up one morning and decide today is the day you become a corporate or a personal success. What you do decide, is to gather all the facts - both positive and negative - then make a decision accompanied by a plan.

When deciding to embark on the climb, you quickly recognize there are clear parallels between this choice and life - and business-based decisions. Distinct elements of achievement are founded on assembling the following:.

People with technical skills
People with a real passion for what they will ultimately do
Team players

These core foundations are applicable on a mountain and applicable in life. Ultimately, they also require a strong commitment. And, it is not just an individual commitment. Any major decisions also impact others - family, friends, colleagues.

Preparing to Achieve

Any achievement is also grounded in training. Climbing Everest is an extreme example of the extent of that preparation. The Everest training programs include a core deliverable, but are as distinctive as the individuals who participate in them. And, with training it's amazing what individuals and collective groups can do.

Another key component is goal setting and levels of acclimatization. The flight to Nepal passes over - or rather beside - Everest. On that flight, you are faced with a revelation - The Everest Expedition team was about to climb up to the level they were flying. The stark reality was that the climb was just too overwhelming. The

only way to even conceive of making it to the top is to set goals. Not just faster, better, higher, but very specific goals and accompanying singular roles. The resulting productivity, achievement and satisfaction can be amazing. And be sure to assimilate lessons learned along the way. You can learn a lot by looking back. What was in front is now behind you. Assess what you did and how you overcame obstacles. Then decide, collectively, what to do in the present and for the future.

Recognizing individual strengths and assigning tasks appropriately is yet another key element of success.

The initial goal for anyone who decides to climb Everest - or any other mountain for that matter - is to make it to the top. As with any path to the top, it is important to continually review long-term objectives and short-term goals. The expedition team very quickly re-evaluated their definition of Everest success - it became for everyone to come home safely. It was no longer to make it to the top. And, they had the chance to walk the walk. Team members stopped their own climb at various levels. Two of the climbers were within 600 metres of the top. They thought they could get there, but not back. So they stopped. Their success was attainment of the purpose they had committed to - without compromise.

Lessons from Everest on the Real Meaning of Success

Today's economic climate is a time for reflection. Everest teams manage change on the mountain. They often talk about what has happened, what might happen and how they should reprogram their actions accordingly. It's all about figuring it out and climbing smarter.

It's about being on the right mountain at the right time and with the right accumulative objectives. And it's about figuring out who you are as an individual, your skills and values, and, ultimately, what the right vista is for you.

Right Mountain was coined from ones experience with someone who was on the wrong mountain. This was a climber who had scaled 4000 metres on other mountains and felt he could achieve 8000 metres on Everest by breaking his efforts into two 4000-metre climbs. But, what he neglected to factor in was that the second 4000 metres was at an altitude with very different oxygen levels than he had ever experienced before - and it killed him. This tragedy, delivers a hard-hitting message - figure out who you are and how you do things. This story of a life-enhancing adventure delivers a motivational experience . Are you or your company on the right mountain and do you have the right goals with the right plans to achieve them?



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