



“Do you believe that sports reveal character or build character?”

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This is not a new question. When pondered, however, in terms of personal and professional goals and achievement, and our affect on the world around us, new answers may evolve.

Sports of any kind are just like life - only more condensed in terms of time and effort. We are challenged to stretch our abilities - in mind, body and attitude. The way we answer these challenges is individual and personal - just read the sports pages of any local or national publication for endless examples of the good and bad.

Brady Quinn, blah blah blah – all have personal motivation (goals) that determine their actions – thus their character – revealed or built. The way we respond to this challenge in all three sectors reveals our current and conditioned character, but not necessarily our real or potential character... in other words, that character which we WISH or DESIRE to manifest within ourselves.

So, the real challenge is in acknowledging and becoming aware of those characteristics (both good and not so good) that are revealed by the challenge.

And then, *and this is the critical kicker*, to DECIDE and TAKE ACTION to build upon the good, and improve upon the not-so-good, to change our behaviors so that they transcend to character and become the kind of characteristics we wish to have...

to become the person we want to be.

And now, apply this to your organization,

Organizations, regardless of size, succeed or fail for a variety of reasons. Some say luck has a role. Others say it's a matter of being in the right place at the right time. And often times, we view weak market conditions or a weak economy as the reasons for lack of success.

However, even in the worst of times, businesses in every field emerge victorious.

Why?

Because they realized success is not based on the conditions of the world, but on the decisions they make and the goals they choose to set and achieve. Success doesn't just happen. It happens because you predetermine your success by planning and setting goals and making it happen.

“Discovery consists of seeing what everybody has seen and thinking what nobody has ever thought.”

Albert von Svent-Gyorgyi

It would be natural to assume that good management and proper planning are the most common reasons for success. Certainly only a few would let fate dictate their success or failure. While that may seem to be the case, the reality is that leaders of organizations frequently get tied up working in the business rather than on the business.

Two Wolves

One evening an old Cherokee told his grandson about a battle that goes on inside people. He said, "My son, the battle is between two "wolves" inside us all.