

# Two Places at the Same Time

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## Enthusiasm breeds consent

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Heidi, an Electrical Division Project Manager for JH Kelly, a Vancouver based construction firm providing services to commercial facilities told Session 9 of the Leadership Development Lab™(LDL):



"The week right before the Thanksgiving holiday break, I had three pre-bid walk-throughs to attend and two days to do it in. There was really no way I could attend all three of them myself. Not even I can be in two places at the same time. I needed to enlist a team member, Aric, to help out by attending one of these walk throughs in my place. Of course, he already has plenty to do, just like we all do. How could I win Aric's cooperation, get him to volunteer his help?

"I applied one of the LDL's most important principles *"5x More Enthusiasm"* as I told him about the project. I described the project with lots of detail, sparkle, and excitement. I showed him



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how much the project would mean to our company if we won it, and the valuable impact the completion of the project will have for the customers our client serves. After telling him about the project and that we have a good chance of winning the award, Aric volunteered to do the job for me!

“When Aric came back, from walking the job he said, ‘This project is a perfect fit for our guys. We have all the experience, talent, equipment, and supplier relationships we need to perform this job with precision.’ We still aren’t sure if we’ll win the contract, but we can be sure we represented our company to the general contractor professionally.

“The lesson I learned from this experience is when I approach a situation where I need others to pitch in, lend a hand, help me out in a pinch, the best way to gain their enthusiastic cooperation is to apply *5X More Enthusiasm*. When I do, team members are eager to help.

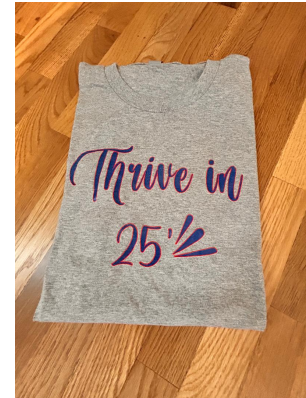


“The action I want you to take is to apply *5X More Enthusiasm* when you are trying to persuade, win the cooperation of others. Your enthusiasm will be contagious! You may be surprised to see how things seem to just start falling in place for you.

“The benefit you will gain is the creation of a positive team, a positive team that has the joy of working together to win the bid.”

Many years ago, I walked into a lawyer’s office in Detroit, MI, saw a sign above the door that said three simple, profound, memorable words . . . *Enthusiasm Breeds Consent*. It was true then. It is true now and you can be sure it will always be.

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Elon Musk says, *"We are at the dawn of a new era,"* what is being called *"The Golden Age."* What will your team do to *Thrive in '25?*

Learn about Turbo Leadership Systems'

How to *Thrive in '25!* Workshop (1-4 hours).

For availability and investment call

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