

# INVEST DIGEST© WORDS YOU CAN EAT

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## Monthly Notice

I can say that I was extremely busy this month, more than any month. What do I have to show for such hard work? Was it negotiating deals, was it consulting to help others get further... NO. It was a fundraiser that helped five children's charities in Horry County. Now you may say that it was a noble gesture. I say, it was the most stressful time of my life. Why? 18 business men were part of the Miss Cutie Pie Beauty Pageant. Yes, you may have guessed, we all dressed as women. Now it was not a simple, put a dress and wig on. It consisted of an opening number, talent and gown competition. Along, with a made-up; profile, that took days to create; buying and creating all outfits; learn a song and dance when you are limited with talent; doing things a man does not do, like walking in high heels. It was the experience of a lifetime, and I mean lifetime.

Now you may understand why I mention stressful in the beginning. I would have handled the stress of a 50 Million Dollar deal much easier. In order to pull this off, each contestant had an assistant which helped backstage with all the necessities; make-up, hair, dressing and alcohol. It was needed, I just could not figure out whom was feeling better, the contestants or the Audience. We had a packed house and raised quite a bit of money. Was the night interesting and fun? I must admit...YES. Especially the final week, I could see the light at the end of the tunnel. Stress was subsiding. That night was felt as a huge accomplishment because I and others have pulled off, what many may not have. Okay, winning was a bonus to the ego. I must give credit where credit was due. The experts behind my formation were spectacular. That was Chris and Joey of R Salon and Spa of Myrtle Beach. Chris did the make-up and Joey did the hair. They transformed me into someone that no one I knew, recognized. But having an expert to handle areas you are not familiar with, proves that we cannot successfully complete everything ourselves. Their gift, combined with my efforts and tenacity landed two trophies for 1<sup>st</sup> Runner Up



and Best Evening Gown. Now I invite you to laugh, everyone else did throughout this great ordeal.



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HAVE NO FEAR-HELP IS HERE!**

## DID YOU KNOW...?

German Karl Benz invents the automobile in 1885, and Henry Ford begins mass production of the Model T in 1908 with over 15 million sold in the United States by 1930. Over 8 million cars were sold in the U.S. in 1996.

**Here is a helpful hint:** Goal setting is an important part of success and life. We all have goals or the intention of goals. But how do we successfully accomplish what we set out to do? If you were to take all goals set right now with millions of people, I would have to say that you would be lucky to have 10% of all these goals reached. Why is this? Most goals are unattainable. Either, too far, too big or not written. If written, many have a yearly or monthly, but what happens in between all that time? I would say...**"time"**, it could be the enemy. Too many diversions. Here was a lesson to myself. In 1988, I devised an idea from a comedy sitcom (one day I will divulge that episode). As a manager, I had six sales people; there were five other managers with six sales people each. I asked my personnel to write down their goal for that day; how much they were going to earn, how it was to be obtained, sign and date it. I made them carry and read it all day. It was to be embedded in their mind. The next morning I had them to pull out the goal and asked who reached it. Possibly three out of six, maybe two, one or none. So how did they reach success, you may ask? I made them do this everyday for a year. At the end of the year, out of 36 sales people, my six were salesperson of the month, nine out of twelve. How about the times my sales people did not make sales person of the month? They were number 2, 5 or 8; usually all were in the top ten. By the end of the year they all thanked me for the income they had generated by this simple task. Little things end up being big! A simple shopping list is a huge goal. Write a to-do list, cross them off as you tackle them and feel the success of your accomplishment. You will be amazed

## Looking Forward

I selected the trivia this month because of my one particular goal. Back in '98 I owned a Mercedes Benz S500. It portrayed beauty, success and happiness. People respect you differently when successful. We all love to be around successful people. After associating with an abundant amount of successful people for the past seven months, I choose to follow my teaching on goal setting. You must place pressure on your intentions in order to create results. Therefore, as written in my goals, I will seek to purchase a Mercedes Benz S500 this month. Possibly, within the next week.

Call me for any advice, help or stories that you would like to hear. I have helped so many take back control of their life with the knowledge I have shared. To see more funny photos, visit me at [www.facebook.com/michaelbiancone#/mbiancone?ref=name](http://www.facebook.com/michaelbiancone#/mbiancone?ref=name)