
COURAGE-CREATIVITY- CONVERSION-CONSISTENCY

M⁴ Marilyn's Monday Morning Message

Believe it or not, the foundation of my business began with my notes drafted on the back of a napkin in a Richmond hotel. I was dining with colleagues — and whether it was the food, the conversation, or just the energy in the room — I felt something spark. Sharing that moment of **courage** led to a **conversation** that led to a plan. That led to a plan **conversion** that grew into my business.

More than 30 years later, I can say: the idea was a game changer — not just for my career, but for my life.

I leveraged what I knew, sought help for what I didn't, and kept moving even through the valleys. When obstacles showed up, **creativity** helped me climb. When momentum slowed, **consistency** kept me on track. And when I doubted the idea, I remembered this: **Don't let what you can't do interfere with what you can do.**

Along the way, I met remarkable people — visionaries who dared to dream, build, launch, and lead. Like me, they brought their ideas to life and found purpose beyond the comfort zone. I'm reminded of the words attributed to Walt Disney: **"The way to get started is to quit talking and begin doing."**

MAJOR POINT

Ideas don't work unless actively pursued and nurtured- when you do they potentially could transform everything.



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