



coach@successhandler.com

Leadership has many nuances including having vision, being a strong communicator and deserving the trust of your team. A coach works to enhance your performance. To learn more, send me an [email](#).



Each month I share ideas in *Fast:Forward* to help you have success in business and life. If you would like a subscription, [visit our Web site](#). You'll find 150+ columns from the past nine years under *Insight*. If you're a longtime reader, please share this with someone who would find it valuable. There are more musings in [my blog](#).

.....
[Contact Us](#)



Bright Future

Ideas For Success | *February*

Two weekends ago I went to The Home Depot to replenish our light bulb supply. For 10 minutes I stared in desperation at four sections of energy-efficient options. What I didn't see were basic bulbs. Finally I sought out an employee and asked for help: "I need a 100-watt clear bulb. Not 'Reveal' or 'EcoSmart.' Just a regular light bulb like I've been buying for years."

"We're not carrying those anymore," he said. "We replaced them with LEDs that provide better light and use less energy. That's the trend. They're a little more expensive, but worth it." A 'little more expensive?' How about \$15 each? Wow! I bought one – just one – to test and see if it really lasts 18 years like the box says. Of course, I have to go back and buy more soon. I just want to make sure this one doesn't burn out in two months.

Another trend is moving our world toward the 'Internet of Things' or 'IoT' – defined as the point when the number of devices connected to the Internet exceeded the number of people. That happened in 2008. In two years the ratio will be 3:1. In this I-connected world, sensors continually transmit data that adapt objects to make life easier. Change is afoot.

The next big evolution will be robots deployed as people – serving as receptionists, bank tellers and prison guards. As those roles disappear, new ones will emerge. The key is to prepare youth with skills to fill them. That's a big calling that everyone will have to address. Otherwise, an entire generation will be left in the dark.

I Did Not Know That – One trend that struggles to head in a better direction is the lack of parking spaces on city streets – especially when you're late for a downtown meeting. With all the whizbang technology in the world, wouldn't it be great if someone created an App that eliminated the need to keep circling the block hoping to time things just right when a car pulls out?

Discovery: February – *Last year San Francisco introduced SFpark – an initiative that employs high-tech meters and demand-responsive pricing to identify available parking spaces, raising and lowering rates in real-time. Using their mobile devices (not while in motion!), drivers can see open spots and head to one. Best of all, just before time expires, a text prompts you to purchase extra minutes by phone: no more running to feed the meter. Initially folks feared SFpark would lead to higher prices. Instead, rates have fallen six percent and parking citations have decreased by half, which*

In July I wrote about my son's upcoming senior year and the end of his basketball career. At a holiday tournament, Kyle felt something pop in his knee. A few minutes later the trainer said, "Best case, you're back in two weeks." An MRI suggested otherwise.

On January 4, after an hour operation, the surgeon told Kathy and me, "It was a full tear of the meniscus. He'll miss the rest of the year."

Kyle's first question in recovery was: "Is it the best case?" Hearing the opposite was hard. He'd worked 12 years and things changed quickly.

This unexpected journey taught me an important lesson: the youth of today are far more conscientious than you think. Teammates stepped up, driving Kyle to and from school. Before each game, they offered encouraging fist-pumps. Students gave him a standing ovation at Senior Night. From my courtside seat, the future is in good hands.

.....

We will never release, sell or give your name or e-mail address to any other party or organization. Our subscribers will only receive e-mail messages that contain requested information, articles or service announcements.

means a hefty \$5.5 million savings for motorists.

As with all trends, there are naysayers. On its website, a group opposed to the Big Brother approach says, "SF park revolutionized street parking the same way Enron revolutionized the energy market... by price gouging, market manipulation and artificially inflating parking prices." Change is always accompanied by challenge. Better to adapt than be left behind.

Play Ball

Spring training is underway in Arizona and Florida for major league baseball. Soon it will be Opening Day, as the San Francisco Giants pursue their third World Series title in four years.

Some 35 springs ago, my boyhood baseball hero was entering the last of 23 seasons in the bigs. The Baltimore Orioles wanted third baseman Brooks Robinson to take a pay cut to \$80,000. (The game was a lot different back then.) Negotiating on behalf of the 16-time Gold Glove winner would be an attorney who recently had added 'sports agent' to his business card.

Ron Shapiro prepared a solid case as to why his new client actually deserved a raise. He presented each point to GM Hank Peters with passion and logic. When Shapiro finished, Peters stood up and said, "I'll get back to you." Then he left. No questions. No comments. No counter proposal. When they met again, Peters addressed each issue with specific reasons why Robinson wouldn't be getting more money.

Soon to turn 70, Shapiro often retells this story to audiences of business leaders: "That was an important lesson. I learned to speak less and listen more." He vowed in that moment to never treat a contract negotiation like a courtroom summation. "And I saw the value of maintaining a relationship," he said. "I was going to deal with Hank for many, many years."

One trend you alone control is ABL – Always Be Learning. How much smarter will you be in late October as players pile on each other to celebrate clinching the World Series, if you write down one new learning each day? Shapiro provided today's lesson – 249 more await.

Until next time, continued success in all things.

.....



.....

[View A Print Version](#)

.....

[Send This To A Friend](#)

Copyright © 2013 Success Handler, LLC
All rights reserved.
