



## **Building a Sovereign Partnership**

***'Teaching Business Partners from around the World how to Protect their Wealth, their Relationships and their Legacy.'***

*Presented by The Sovereign Partnership PA,*

*"We add FREEDOM to your life and FOCUS to your purpose."*

Written by,

Dr. Michael Gambacorta

***You have been given a sacred trust, guard it well.***

## **Why do most business partnerships fail?**

**Partnerships fail because: They don't adequately define their vision and reason for existence beyond simply being a vehicle to make money. As a consequence, people often join partnerships for financial reasons but leave because of values, career or life goal misalignments.**

The goal of a sovereign partnership is to produce successful businesses that yield superior products and services by providing FREEDOM to your life and FOCUS to your purpose. A business structure that allows you to focus on your goals, ambitions, and desires professionally and personally. The sovereignty that is created by mastering the skills taught in this book will give you the freedom to pursue your purpose without fear. A true supportive and comprehensive team that stands unified but yet functions independently.

In business, often times the innovator or creator of the company retains majority share in the company after it goes public and therefore he or she has the ultimate power and control of the company. In this structure the absolute governing power lies with one person. The main characteristic to this structure is simply that there is a never going to be anyone to challenge, support, or compliment your decisions. The Sovereign 'King' will alone determine the success, failure, and legacy of the company. This type of leader must hire or appoint others to positions and therefore has the ability to replace them at any time for lack of, performance, vision, or affinity with them personally or professionally. Anyone who proposes a challenge or idea, does so from a position of inferiority, and therefore has a thread of fear laced into every proposition. This structure is not maximizing the true freedom of creativity and ingenuity of its members. The fear of rejection, loss of status, or termination is always accompanying the thoughts and actions of its members.

Though the sole leader of a company business may possess qualities of bravery, accountability, enthusiasm, transparency, and self-reliance, often they lack the business freedom that they so often desire. The feeling of being 'tied' to a company can

lead to burn out, or resentment towards the company. This desperate desire for more freedom often results in the search for a business partner. Deciding to take on a partner for the benefit of your company alone is not enough reason to do so. Choosing the right partner, who shares your vision, mission and values will greatly enhance your ability to build a *Sovereign Partnership*.

The new set of difficulties arise when a small group or partnership first creates the company, product, or service together. Historically speaking this type of joint business venture can be attributed to some of the more infamous feuds of modern times. The underlying conflicts have various themes rooted in the imbalance of power, greed, lack of recognition, differences in values, uneven division of labor, imbalanced talents, poor agreements to the vision and mission, or often a total lack of legacy planning for the company.

The public education system in the United States, along with many leading universities worldwide have developed various programs available to young school children who possess natural talents, or strengths in certain areas of study. For example, The Science, Technology, Engineering, and Math (STEM) program, is a program designed to identify children who possess skills that will enable them to excel in these disciplines. Through rigorous testing at young ages, these children are identified early in their educational careers and allowed to focus their study more exclusively to these departments.

It is no surprise that within each and every one of us lies natural talents. When we are functioning as a successful business owner, we become intimately aware of the departments in which we naturally excel. Conversely, we also can identify the departments that we may find more challenging or tasks that we are less interested in performing. Many successful business owners may feel that they are good at all aspects of business, however, they will often admit to preferring one department or performing one task over another. If your training, ego, or experience has you thinking that you are invulnerable to weakness, then you may be a sovereign king and likely you are not interested in reading this book.

In the past several years, I have observed some of the most successful brands in multiple industries that have achieved historic success. To name a few, they range from the car manufacturing, music labels, food and beverage companies, financial services, technology and computer development, and the clothing and apparel industries.

In fact, each day as I arrive at my office I pass by the signs of some of the greatest partnership success stories of all time. They say that success leaves clues and I found that it is no different for successful business partnerships.

In our short American History, our country has birthed some of the world's most successful brands and businesses. Unfortunately, history often teaches and judges the success of a business primarily by the success of the product that it produced or the impact that it has had on society. The history books tend to leave out much of the controversy, trials, and tribulations that affected the people behind the products.

Conversely, a *Sovereign Partner* not only judges' success by the popularity of the product or service produced, they also value the quality of life that the partners lived and the lasting relationships that they left behind after their death.

Famous names such as the Wright brothers, the Ford Motor company, Microsoft, Hewlett Packard, McDonalds, Google, Estée Lauder, Wal-Mart, The Koch family, Ben and Jerry's, and Apple, are among some of the more noteworthy. The lessons that we can learn from these tremendously successful companies is innumerable. These companies were all started with a hand shake and a business partnership. Without the successes of these partnerships I often wonder what our world would look like today.

Using the strategies, outlined in this book, to building a *Sovereign Partnership*, even the most historic business success stories in American could have been even greater. Following the tenets (or code) of a *Sovereign Partner* would have resulted in improving their health, their mental well - being and solidifying their legacy.

Many of the more recognizable stories may have gone down in history as a success, but behind the 'great idea', or 'invention' was often a sad and less-than-sovereign life and partnership. The goal of the *Sovereign Partnership* to create laser like focus in your life and provide you freedom to pursue your innate purpose. Utilizing your god given talents and strengths to make clear minded decisions that not only propel your company forward but also enable you to make life long relationships based on common values along the way.

Mastering the tenets, that the *Sovereign Partnership* outlines, will assist you in choosing the right partner for your business. It will allow you to develop a deeper trust, loyalty, and respect for your business partnership. The freedom that a *Sovereign Partner* provides is not only in business, but in life. When properly developed you will have the ability to maximize your god given talents, to pursue your mission and goals, all the while adhering to your personal and business values.

The book combines the use of identifying and maximizing your strengths in communication, negotiation, personality types, management styles, leadership and language for the purpose of unifying a company's mission and building a legacy.

"We desire most from men,

From men both rich and poor,  
To have sovereignty without lies.  
For where we have sovereignty, all is ours,  
Though a knight be ever so fierce,  
And ever win mastery.  
It is our desire to have master  
Over such a sir.

Such is our purpose."

— *The Wedding of Sir Gawain and Dame Ragnell* (c. 1450)