

As a Man Thinketh

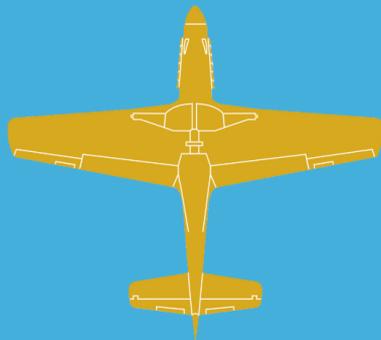
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*History repeats itself, but in such cunning disguise
that we never detect the resemblance until the
damage is done.*

- Sydney J. Harris

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We are operating in the most difficult business environment since the end of World War II.



End of WW II

Surging Consumer Demand

Retail record set Nov, 1944

Woefully Inadequate Workforce

1.2% unemployment

Widespread Material Shortages

Even common items are scarce

Significant wage and material inflation

2% in 1945 → 20% in 1946

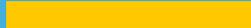
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*There is no normal environment – only the one
you're in and the one you should be preparing for.*

- Dave Sullivan



The New Abnormal



Surging Consumer Demand

Woefully Inadequate Workforce

Widespread Material Shortages

Significant wage and material inflation

Backlogs 2-8x 2019 levels

**11.26M open jobs in January
(+4M in 12 months)**

Look around...

Wage, food, steel, resin, lumber

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*We are victims of our circumstances only so long as we choose
to remain prisoners of our thoughts.*

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“There is nothing so wretched or foolish as to anticipate misfortunes. What madness it is in your expecting evil before it arrives!”

– Roman philosopher

Seneca the Younger, 55 AD

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“I remember the old man who said he’d had a great many troubles in his life, but the worst of them never happened.”

– James Garfield, 1881

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*Mind is the Master power that moulds and makes,
And Man is Mind, and evermore he takes
The tool of Thought, and, shaping what he wills,
Brings forth a thousand joys, a thousand ills: —
He thinks in secret, and it comes to pass:
Environment is but his looking-glass*

- James Allen, 1903

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For as a man thinketh in his heart, so is he.

– King Solomon of Israel, BC 970-931

You are on your way to work.

A car speeds past you on the interstate, cuts you off, and nearly causes an accident.

■ Circumstance What am I reacting to?

Thought

What is the thought I'm thinking about the circumstance?

Feeling

How do I feel when I think this thought?

Action

What is the (non)action I take when I feel_____?

■ Result What outcome did I create?

Is what I'm thinking true?

Is it always true?

Could the opposite be true?

What else could be true?

questions?

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