



The Best Advice I Ever Got

Dr. John C. Maxwell

Volume 14, Number 2

"It is a rare person who wants to hear what he doesn't want to hear."

— Dick Cavett

Jim Sinegal — Co-founder & CEO of Costco Wholesale

"If you are going to go to the trouble of hiring someone, it's because you can't do the job yourself – so _____

_____."

— Sol Price

Mort Zuckerman — Chairman, Boston Properties

" _____
_____ "

Colin Powell — Former Secretary of State; Retired 4-Star General

"Focus On _____, Not _____"

Eric Schmidt — Chairman & CEO, Google

"Hire a _____"

The Best Advice I Ever Got Comes From Four Sources:

(1) _____

(2) _____

(3) _____

(4) _____

Advice That Has Helped Me:

1. Keep a _____

_____ Beside Your Desk.

**2. You Won't _____ Writing
Books.**

Three Questions I Ask When Writing a Book

(1) Do I have _____ knowledge and experience
with this subject?

(2) Have _____ been _____?

(3) Will this help _____?

3. Providing Resources for Others Is _____

_____ Than Speaking to Others.

4. Bring _____ to the Table.

Steve's Advice Taught Me to...

(1) _____ think of others _____.

(2) Make every meeting _____ than a meeting.

(3) Make yourself _____ by adding value to others.

5. Try to See Things Through Your _____

6. _____

Lesson learned: "You can tell a lot about people by how they treat people 'under them'."

**7. People Don't Care How Much You _____
Until They Know How Much You _____.**

8. John, You're a Leader – _____

9. Attitude Is the _____ - _____.

**10. Make Decisions and Take Risks, Based On the
" _____ " Principle.**

To be clear, great enterprises *do* make big bets, but they avoid big bets that could blow holes below the waterline. When making risky bets and decisions in the face of ambiguous or conflicting data, ask three questions:

1. What's the upside, if events turn out _____?

2. What's the downside, if events go very _____?

3. Can you live with the downside? _____?



Answers:

You Better Show Them How You Would Do It; Do What You Love; Performance; Power; Coach; Reading; Asking Questions; Observing; Experiences; Very Large Wastebasket; Make Money; Personal; I; Helped; Others; More Important; Something; Intentionally; First; More; More Valuable; Children's Eyes; Everyone's Important; Know; Care; Be An Example; Difference-Maker; Waterline; Well; Badly; Truly