

*REENERGIZE, RECHARGE, REFOCUS*  
*At Our Best So Our Colleagues And Volunteers*  
*Can be At Their Best*

*EWI OF TULSA EDUCATION AND BUSINESS FORUM*  
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*WITH*  
*MURRAY BANKS*

## ***WHO YOU ARE IS AS IMPORTANT AS WHAT YOU KNOW***

Pressure & fatigue alter your leadership persona, which affects everyone around you  
Your leadership style sets the tone for morale, focus & teamwork among colleagues

Energy, enthusiasm, optimism and humor are contagious

Go the "B.A.R." when you need to – **B**reath **A**nd **R**efocus

*"The disposition of the leader becomes the disposition of the organization."*

## ***YOUR LIFE COMES TO WORK WITH YOU EACH DAY***

Our wellbeing affects our stamina, energy, attitude & ability to focus

Eat smart for alertness & energy, workout for stamina & toughness

When the pressure is on, keep your balance

Laugh, have fun, recharge daily, see humor around

*"You can tell a lot about a person by what they take two at a time, pills or stairs!"*

## ***BUILD CAMMARADERIE, SPIRIT & TEAMWORK***

To every challenge, look for a potential solution

Colleagues appreciate problem solving and trouble-shooting

Never allow "G.G." on your team (Group Gripping)

Start meetings with positives & keep them focused on the agenda

Make interactions with colleagues positive, energetic and FUN

*"If you don't have enthusiasm that is contagious, whatever you do have is also contagious."*

## ***TEACH THE "LAVA LAMP PHILOSOPHY" TO YOUR TEAM***

Being resilient, agile & responsive beats "coping with change" every time

Prohibit "Psychosclerosis" (hardening of the attitude)

Reward innovation and trouble-shooting

When things don't turn out as planned, stay focused

*"The illiterate of the future are not those who cannot read and write,  
but those who cannot learn, unlearn and relearn!"*

## ***WHAT YOU FOCUS ON... EXPANDS***

A can-do attitude empowers everyone around you

Optimism is powerful and spreads easily

Use the "10/90" Rule to focus on goals rather than obstacles - 10% problem, 90% solution

*"Tenacity is easier when you have no choice."*

MURRAY'S OTHER FAVORITE QUOTES...

*"You can tell your susceptibility to "psychosclerosis", by the amount of pain you feel when you come in contact with a new idea"*

*"The main thing is to keep the main thing the main thing!"*

*"We graft the best of the new onto the best of the old."*

*"Have you noticed that when you are tired and stressed, people around you get real stupid!"*

*"The little things make a difference ... smile, eye contact, body language & tone of voice."*

*"Anticipating change is more stressful than the change itself!"*

**CAVE DWELLERS are the folks who are Consistently Against Virtually Everything!"**

*"People don't resist change, they resist being changed."*

*"A positive attitude may not solve all your problems, but it sure will annoy enough people to make it worth the effort!"*

*"When the going gets tough... the tough team up."*

*"The world is moving so fast that the person who says it can't be done is generally interrupted by someone doing it!"*

*"If we always do what we've always done... we'll always get what we've always got!"*

*"You know you are under stress when you wake up screaming and realize you haven't fallen asleep yet!"*

*"Good is the enemy of Great."*

*"Those who turn good into great are motivated by a deep creative urge and inner compulsion for sheer unadulterated excellence for its' own sake!"*

*"Beware the lollipop of mediocrity... lick it once and you suck forever!"*

## ***“WE’VE ALWAYS DONE IT THAT WAY” RESISTANCE TO CHANGE...***

Ever wonder why people say, “we’ve always done it that way.” Maybe this will help clarify...

The US standard railroad gauge (distance between the rails) is 4 feet, 8.5 inches. That is an exceedingly odd number, so why was that gauge used? Because that’s the way they built them in England, and the English expatriates built the US railroads. So, why did the English build them like that? Because the first rail lines were built by the same people who built the pre-rail tramways, and that’s the gauge they used.

Why did ‘they’ use that gauge? Because the people who built the tramways used the same jigs and tools that they used for building wagons, which used that wheel spacing. OK, why did the wagons have that particular odd spacing? Well, if they tried to use any other spacing, the wagon wheels would break on some of the old, long distance roads in England, because that’s the spacing of the wheel ruts.

So, who built the old rutted roads? Imperial Rome built the first long distance roads in Europe (and England) for their legions. The roads have been used ever since. And, the ruts in the roads? Roman war chariots formed the initial ruts, which everyone else had to match for fear of destroying their wagon wheels. Since the chariots were made for Imperial Rome, they were all alike in the matter of wheel spacing. The US standard railroad gauge of 4 feet, 8.5 inches is derived from the original specifications for an imperial Roman war chariot.

So, the next time you are told “we’ve always done it that way” and wonder what horse’s ass came up with that, you may be exactly right... you see, the Imperial Roman war chariots were made just wide enough to accommodate the back ends of two war horses.

Now, the twist to the story...

When you see a Space Shuttle sitting on its launch pad, there are two big booster rockets attached to the sides of the main fuel tank... these are Solid Rocket Boosters or SRB’s. Thiokol makes these at their factory in Utah and the engineers who designed the SRB’s would have preferred to make them a bit fatter. But, the SRB’s have to be shipped by train from the factory to the launch site. The rail line from the factory happens to run through a tunnel in the mountains. For the SRB’s to fit through the tunnel, they had to be slightly wider than the railroad track, and the railroad track as you know is about as wide as two horses behinds. So... the major Space Shuttle design feature, of what is arguably the world’s most advanced transportation system, was determined over 2000 years ago by the width of two horses’ behinds.

So now, when someone says “we’ve always done it that way” and you wonder what “horse’s ass” came up with that idea, you’ll know what you are up against!