



Life Lessons

w/Mark Lee

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3.9.10 for Oakbrook Protégés

As Woolworth's youngest executive slated to ultimately land in New York City, Lee had a wake-up call when his youngest daughter, Katie, came down with spinal meningitis when he was away. (Traveling was a big part of his career.) This caused him to re-examine his goals and ultimately (*covering a lot of ground here*) led to him to the place he is now: an entrepreneur birthing & growing five companies out of one central location in Noblesville IN.

Find and develop your true God-given calling in your life.

- What are your personal core values & mission in your life?
- Find your "sweet spot" – the place where your God-given talents merge with your training/education.

Your values should become your "north star" guiding your life over time, rather than floating in the direction the wind happens to take you.

"Passion is where your head and heart meet."

Questions to help you find your passion:

- a) If money were no object what would you love to do?
- b) If you were going to live 100 years, what would you love to do?
- c) Make a list of everything you love to do.
- d) Experience as many different things as you can. You may not know your passion yet simply because you haven't done enough things.

What's your DESTINY in life?

We've each been given a role in history and it's found in our God-given destiny.

"For we are God's workmanship, created in Christ Jesus to do good works, which God prepared in advance for us to do." Ephesians 2:10

Are you spending your time and energy into the here and now, or are you setting yourself up to win into your future?

Develop a daily personal growth process.

- For me every morning it's: 1) Bible 2) pray 3) read world news 4) personally read 5) scan newspapers.

- Read one book a month.

Have daily, weekly, monthly personal & professional goals.

(that align w/your core values & calling)

- Review them daily, weekly, monthly, annually.

Find a planning system that works for you.

- “You have to take control of your schedule—or you’ll never accomplish anything, really.”
- “You have to develop spiritual maturity, financial maturity, and scheduling maturity.”
- A lot of people say, “*I don’t have time for...*” Try tracking what you do every day, hour-to-hour for a week. You’ll be amazed how much time you have!

Pay it back

- I give 10% of my finances back to God.
- I give 10% of my time to worthy causes.
- Provide “added value” in your relationships with others (even if/especially) it won’t benefit you.
- Pour your life & time into others and your cup will overflow.

Develop a “Hunter’s” attitude

Lee shared this story from a book he’d read to illustrate this (paraphrase):

There’s the story of Sam Walton (Wal-Mart) who would take his execs into competitor’s stores. On one such occasion the store was in essence in shambles. Afterward he asked, “*What did you see?*” One after another they told how horrible it all was. Finally Sam said, “*I saw the best nylons display I’d ever seen.*” They all asked where it was and all returned to admire it and eventually copy it.

He also shared this as illustration (paraphrase):

I was talking with a banker and noticed he seemed uncomfortable and fidgety through our encounter. After we’d conducted business I inquired if he was ok. He told me of an auto accident he’d been in the day before that had resulted in a sore back. As we talked more I also learned of a recent divorce. We were able to connect in ways that went beyond finances.

- There are always ideas to be discovered and opportunities to build into peoples lives if we are always on the “hunt” for these rich opportunities.

*For everyone who asks receives; he who seeks finds;
and to him who knocks, the door will be opened. Matthew 7:8*

Life decisions should be God-focused.

Here’s a great 3-way process I was taught to do this:

1. PRAY. Ask God for *His* direction; don't simply ask Him to confirm what you already have in mind.
2. WORD. Read the Bible. Again, read it with an open mind—we can be good at making it say what we want it to.
3. Wise council. Get feedback from people older and wiser.

If those 3 things align, proceed! If one of those doesn't, **pause**.

<<< end of teach time >>>

Not only did Mark Lee give us great information and a big chunk of his work day, he challenged our guys to fill out this “take away” action step and email back to him. He also offered to make himself available to them for one-on-one coaching should they desire it.

Action Step

What is your passion?

What are your core values?

What is your personal mission statement?

Based on where you are now in leadership development, what are the top 3 areas of your personally development growth you are working on now or should work on?

- 1.
- 2.
- 3.

Email back to marklee@mac.com by March 12th