

INTRODUCTION

Is it not true that the beginning of the 21st century heralds the dawn of an age marked by a relentless pursuit to achieve consistently high levels of performance? Echoes from the 20th century are louder today than ever before, and our performance-driven culture takes its toll on those who are unprepared or unwilling to challenge themselves to attain their highest potential. Jesse Owens, the renowned sprinter who was a four-time gold medalist in the 1936 Berlin Olympics, stated it succinctly: “There is something that can happen to every athlete and every human being, the instinct to slack off, to give in to pain, to give less than your best. The instinct is to hope you can win through luck or through your opponent not doing his best, instead of going to the limit and past your limit where victory is always found. Defeating those negative instincts that are out to defeat us is the difference between winning and losing – and we all face that battle every day.”

The workplace is very similar to the competitions and challenges on the sports field. Haven't you witnessed companies whose corporate ethos eventually drains the life out of employees who

initially came filled with ambition and enthusiasm? If you've found yourself in a similar situation, you become disenchanted by knowing that if you try to be something that you are not you will lose the essence of self, that inherent nature that defines your very being. How many friends, colleagues and organizations have done that to you?

I recall watching a news report on television about a future hall of fame linebacker who was almost convicted for a crime of which he was innocent simply because he was in the company of some friends. I was upset because he was in the right place at the wrong time and falsely accused. Additionally, even before all the facts were clearly known, society wanted him crucified.

All too often, life tackles us with unexpected hurdles and only those who are mentally strong in commitment and resolve overcome obstacles. Haven't you ever been disappointed? Has someone mismanaged your expectations? Have you ever failed to deliver on a promise? Has God ever had to get your attention? What 30-day goals have you written down? Who are you? What have you become?

The very nature of our living offers abundant questions in search of answers and quandaries seeking solutions. Ultimately, each of us is exposed to a wake-up call that creates a paradigm shift and makes

a significant impact on the path already travelled and the one that lies ahead.

What, then, is individual greatness?

Mike Singletary, the renowned Chicago Bears linebacker and 1985 Superbowl champion described it well when he said, “You are great not because of what you’ve done, but what you’ve overcome.” That’s greatness! It is the ability to triumph despite setbacks. When you were growing up and becoming aware of yourself and your place in the world, what were your dreams? To me, it was like D.O.P.E. (The Desire to Overcome the Pressures of our Existence). Dreams (Desire, Readiness, Energy, Aspiration and Mentorship to Succeed) are what give us vision and purpose that can be transformed into tangible and measurable realities.

What type of focus do you think is required to take the next steps?

My first book *ZOMPAS* (Where There’s No Limit To Moving Forward) allowed me an opportunity to gaze deep within my soul and open my eyes, awakening from daydreams to focus on the future.

One Percent is a reality check we must all undergo when we ask ourselves about our net worth. I am not referring here to financial acquisitions, but rather to ourselves as human beings destined by God to learn the Basic Instructions Before Leaving Earth!

Hold fast to your dreams, stick to your visions. Examine your inner circle and ask yourself whether you are learning and lifting. Are you rising? You can do more and better than you think. Don't become a hostage to anyone but yourself. Look at your own net worth and ask yourself: What's holding me back? What are my fears? How do I deal with the moment of truth? What *is* the truth? Is it a matter of false evidence that *appears* truthful and serious, yet in fact is merely a *masquerade* of truth? We must learn to become attuned to deception, and dissect it from true substance!

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One Percent is about both positive and negative experiences people go through in their lives. Negative experiences are great teachers if we learn from them. They allow growth, and are doorways to positive affirmations of our potential as human beings.

Reflect and ask yourself whether those with whom you are dealing – a family member, friend, spouse, company or co-worker – are treating you as fairly as you are treating them. Why would you let someone make you feel as though you are only worth 1%? If you are giving someone 101% of yourself, why let yourself be devalued?

We need to daily assess our values and adhere to the irreducible qualities of integrity, partnership and affirmation. *One Percent* explores deeply into the soul of every person, ensuring that you check yourself before you wreck yourself! To use an analogy, it is like being a captain of your own ship: if you fail to use an efficient compass you will founder on the shoals of life.

Each of us can benefit from self-evaluation and how we interact with others. Are you willing to let your EGO (Edge Gets Out) come between your values and your goals?

One Percent will take you through a journey of stories that are real world experiences serving as multiple navigational tools towards a life where true potential is realized and humanity is exalted. As Charles M. Collins said, “If one of these stories is also your story, then the threads that bind us together are strengthened.”

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