



MANGINELLI G R O U P

Manginelli Group

November 2016

City of Los Angeles



As we navigate the day-to-day grind, every challenge can start to feel so big that our attitude and outlook on reality can easily become skewed. We can get so focused on a single issue or transaction that relatively minor challenges seem huge. I am writing this today because I'm very serious about my career. I want to make each day, minute, and second count toward my success and the success of those around me. Last weekend though I got a big dose of perspective!

While I was getting ready and during the drive to a charity event for children's cancer, I thought to myself what a disgusting disease. I wish there was a cure. But I was still primarily focused on returning phone calls and my own challenges of the day. During the event I found myself checking my watch, thinking of the return drive and all the things I had to do when I got back. Then it happened. I saw a

video of the children, the treatments they endure, their daily battle to survive, and the sometimes bleak odds that they would beat this ugly disease. Many of the children in the video were at the event. Most with no hair, but still smiling and some even running and playing. Tears welling and feeling sick to my stomach, I closed my eyes and asked God to forgive my selfishness and to grant health and serenity to these children.

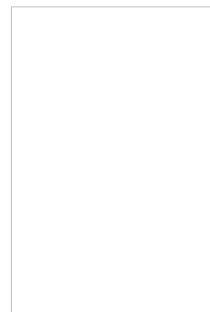
We think we have challenges. Fears about prospecting, dealing with little things that feel like such big issues and getting upset with others. All of it is inconsequential when compared to the real life and death challenges facing these kids every day. I wish I had my usual quick tip to help keep you all on track for your success this week. This week my message is cancer stinks! Some things are unfair and when you think you have a problem, or get so upset over a deal, think again. Get some perspective, and know that whatever you are going through, if you have your health and your family's health, you are blessed.

When that big deal cancels and you think you can't make the call or that it is so unfair you lost the deal, keep it all in perspective this week. Don't say you can't do something that you really can, because you have a choice, many others don't. Really make this week count!



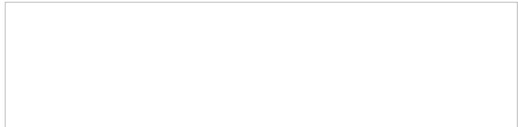
Big Dreams & Bold Choices On The Road To Success

"In business and in life, staying positive in difficult circumstances is not an easy task. We are going to experience adversity. The real question is 'How will we approach it when it comes?' Dan Manginelli's answer to that is, 'As an opportunity to take action and move forward!' His new book Shake It Up! is a chapter-by-chapter personal coaching session with inspiration and ideas to help us do just that."



Steve Emtman
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On The Road

December 7, 2016 - Reno NV

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December 15, 2016 - Murrieta CA Extreme Goal Planning for 2017

Murrieta Chamber
of Commerce
25125 Madison Ave #108
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December 15, 2016
11:00 AM - 1:30 PM
RSVP: gsilkwood@spfcnet.com

If you would like to book Dan for your office meetings, events and sales events, please call us today at (714) 928-1898 or email us at terry@maginelligroup.com