



Bonus Chapter

10:00 am

*An addition to
'Sparks – A Business Fable'
Written by Randy Goruk*

www.SparksTheBook.com

10:00 am

Jack's Meeting

Jack Sparks settled into the most comfortable chair in his office and concentrated on thinking about how he would act and what he would say if he did not get the VP of Operations promotion. Then he visualized how he would act and what he would say if he did get the position.

Jack role-played the scenarios in his mind several times for the next fifteen minutes. Over the years, he'd discovered visualization to be an effective way to prepare while strengthening his mental toughness.

During the rest of the hour he dedicated to himself, Jack reviewed the progress of his team's third quarter results and thought about what issues may impact the results of the next six months. He reviewed financial data, customer data, goals, the business plan and thought about possible threats and obstacles for the business.

As usual, he only asked himself three questions:

1. If we were able to do the last quarter over again, what three things would we do differently?
2. What three things could prevent us from achieving our goals for the next six months?

3. Am I spending my time in a way that delivers optimal results?

After thinking deeply and answering these questions to his satisfaction, Jack then shifted his thoughts towards the best ways to communicate with John Saunders and Kyle in the upcoming meeting.

He went through a mental role play and, when his time was up, he was prepared.

The one hour long meeting with himself had been a success and was now over.