

Leopard Pause

Editor's Desk

We're expanding our curriculum to include the internal arts of China. We'll begin a regular Taijiquan (or Tai Chi) class on Saturday mornings. The class will move around each month, so stay alert to changes. We'll begin at the Mission Bay park near the information center.

We will not be allowing any other licenses of the Golden Leopard Kempo name. We've decided to discontinue that program and focus on building a better school. All existing licenses will expire on January 1, 2001 and will not be renewed.

Sijo was awarded the Pioneer Award at the Masters 2000 Awards Banquet in LA last July. Congratulations Sijo. ☺

Leopard Pause Golden Leopard Kempo

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Table of Contents

Editor's Desk	1
Feature	1
Four Letter Words	2

5 Simple Ways to Destress Your Routine.

(ARA) - Stressed out? You're not alone.

According to the American Institute of Stress, Americans are more stressed than ever before. Forty three percent of adults suffer adverse health effects as a result, and 75 to 90 percent of adult visits to primary care physicians are precipitated by stress-related problems. Stress also causes approximately one million employees to be absent on any given workday, and ultimately is responsible for nearly 50 percent of employee burnout and 40 percent of worker turnover.

"Stress is an inescapable part of modern life," explains Todd Imholte, vice president of Hopkins, MN-based Environmental Graphics, the United States' largest producer of wall murals. "Whether we like it or not, we're constantly juggling a myriad of professional and personal responsibilities, often with too little time to do any of them justice. Add in technology, which now allows us to be "on call" during our leisure time via cell phones, pagers and e-mail, and it's no wonder our stress levels are higher than ever before."

That's the bad news. The good news is that there are a variety of stress management techniques that can be easily incorporated into the busiest daily routine. Imholte offers a few suggestions:

TOP FIVE STRESS-BUSTERS

1. Go for a walk - on the beach, in the mountains or around your neighborhood. Just 20 minutes a day can work wonders, both physically and mentally.

2. Bring the outdoors indoors. Decorate your home with nature-inspired decor to help you relax and soothe the soul.

3. Take up an enjoyable hobby. Whether it's painting, playing an instrument, knitting or fly-fishing, choose some-



Take time to enjoy the view or a pleasant picture.

thing that will force you to calm down and enjoy the moment.

4. Try Tai Chi, meditation or prayer. By focusing on within, you'll acquire a proper perspective and better control over the anxiety-riddled external world.

5. Hug your spouse. Kiss your children. Pet your dog. Laugh. Be playful ... spontaneous ... and have fun.

Imholte emphasizes the importance of creating a peaceful, nurturing home environment. "At the end of a busy day, most of us want to 'cocoon' and escape from the hectic outside world. Adding a wall mural like "Oriental Garden", "Cinnamon Bay", "Clouds" or "Hawaiian Sunset", helps 'bring the outdoors in with soft colors and calming images.'"

"Serenity", Environmental Graphics' newest nature-inspired offering, depicts a tranquil garden of rich roses, lavender wildflowers and moss-green shrubbery. A welcoming floral-covered arch and park bench complete the garden oasis motif. When added to a room, it helps establish a balance of color and texture, while emanating a feeling of harmony throughout.

"I wanted this work to create a place where individuals could go to refresh their mind and spirit," says "Serenity" artist Christa Kieffer. "As they look at the mural, they feel connected to their own private view of the country. The hazy background, in particular, helps them envision they live in the place of their
Continue on page 2.

There's No Place in Business for These 4-Letter Words

By Harvey Mackay (ARA) - There are certain four-letter words that have no business in business. Many, in fact, are bad for business — so bad that using them may determine whether you stay in business.



No, we're not really talking about profanity here; that's a given. These are everyday words that really smart people eliminated from their vocabularies long ago. Let me share some of the most offensive. I've even used them in sentences so that you can avoid these common mistakes.

Can't, as in "We can't do that" or "You can't expect us to meet that deadline." Your customers come to you because they think you can do what they ask. If you truly cannot produce what they're asking for, be honest but then help them find someone who can, even if it's your competition. They'll remember that you went the extra mile to make them happy.

Busy: "I'm too busy to do that now" or "I'll call you when I'm not so busy." The last thing your customers want to know is that they rank at the bottom of the food chain. It is acceptable to say that you will need a few days to do the job right, or that you'll knock off a few bucks in exchange for their patience. It is never okay to imply that they aren't as important as all your other customers.

Bore: "This project is such a bore" or "Don't bore me with the details." Unemployment is boring. Try to find something to love about every job or project you do. Otherwise, find a job you love. Life is too short to be bored or boring.

Same: "We've done it the same way for years" or "Same old, same old." If you've been doing something the same way for years, it's a good sign you're doing it the wrong way. Maybe it's time to find a new and better way to do it. People change. Technologies change. Your customers aren't asking you to dye your hair purple and wear your kid's jeans. But their businesses change and they're looking to you to follow (or lead). You should question why you're still doing things the same

way.

Safe: "Let's play it safe." Safe is important in baseball, but in business you must be prepared to take some risks. The scary part about taking risks is that they don't always work, but I'll take a good calculated risk any day of the week over the boring, same, safe way. Sometimes it's risky not to take a risk. To triple your success ratio, sometimes you have to triple your failure ratio.

Rude: No sentence example needed here. There is never, ever, ever an excuse to be rude to a coworker, customer, or a stranger on the street. You're staking your name on your behavior, and you don't want your name to become a four-letter word.

Mean: Your lawyer should be mean. Your tennis serve might be mean. You can't afford to be mean. You are dealing with customers whose business and referrals will determine where your kids go to college and what kind of retirement you can look forward to. If that doesn't make you nice, I don't know what will.

Isn't: "That isn't my job." Maybe your job description doesn't include every last chore that's required to finish a project, but someone has to do those things. You need to take your turn. Along the way, you just might find yourself becoming invaluable for your diverse job skills or your particular expertise. Never pass up the chance to do something new, just because you think you're too good. The further you climb up the ladder, the further down you can fall. It's important to have secure footing on each rung.

Fear: "I fear that we may be moving too fast" or "My biggest fear is that we can't do this" only demonstrate one fact: you haven't done your homework. Common sense, thorough research, and sound advice should allay your fears to a reasonable level. Knowing what is acceptable risk should help too. If your biggest fear is that rain will ruin an outdoor promotion, plan something inside. If you fear your suppliers will keep you from meeting a production deadline, find a more reliable supplier. Take charge.

Last: "Nice guys finish last." I consider myself a nice guy, and I hate to finish last. But I've had to lose a few times in order to win the next round. I've learned something from every last-place finish.

Mackay's Moral: Sticks and stones can break your bones, but these four-letter words will hurt your business.

Harvey Mackay is author of four New York Times bestsellers, including his most recent in 1999, "Pushing the Envelope." His first two books - "Swim with the Sharks Without Being Eaten Alive" and "Beware the Naked Man Who Offers You His Shirt" — have been translated into 35 languages and distributed in 80 countries.

Courtesy of Article Resource Association.

EDITOR'S NOTE: For more information about Harvey Mackay, or to learn about syndication opportunities, contact Greg Bailey at (612) 331-9311.

Harvey Mackay is a nationally syndicated columnist, whose weekly articles appear in 52 newspapers around the country, including the Detroit Free Press, Denver Post, Orange County Register, Minneapolis Star Tribune and Arizona Republic. He also is one of America's most popular and entertaining business speakers, speaking — on average — once a week to Fortune 500-size companies and associations. Toastmasters International named him one of the top five speakers in the world. In addition, Harvey is chairman and CEO of Mackay Envelope Corporation, an \$85 million company he founded at age 26. ☺

Taiji Classes

start the first Saturday of September,
8:00 AM at Mission Beach

Continued from page 1, Feature.
dreams."

"When you look at the mural, you're automatically transported to a quieter, gentler place," adds Imholte. "Your blood pressure lowers, your muscles unclench, and you're better able to enjoy the rest of your day."

For a full-color brochure that includes wall mural designs and local dealer information, call toll-free (888) 205-0914 or visit their Web site at www.egproducts.com. To purchase WallMurals, visit Home Depot, Sherwin Williams or your local home center or paint and wallcovering retailer.

Courtesy of ARA Content.