

Empowerment Tip for March 2009



www.citagibson.com

Lombard Time

Hall of Fame football coach of the Green Bay Packers, Vince Lombardi, invented a strategy that he recommended to his coaches and players. The strategy came to be known as "Lombardi Time," and it embodied a valuable habit that is even more appropriate to career and business professionals than it was to football players.

Lombard Time states "Show up for every important business meeting 15 minutes ahead of the scheduled meeting time." The idea is to use the 15 minutes to catch your breath, collect your thoughts and preplan what you want to accomplish in the meeting and how you'll go about it.

As a part of my professional development for this year and beyond, I've inculcated "Lombardi Time" into my hectic schedule as a professional networking tool for most of my meetings events. I will challenge my circle of friends, family and associates to do the same.

It is a way to learn more about the people you do business with as well. It's sort of a behavior modification for self and others. You can only check others out if only if you're on Lombardi Time yourself.

Go to go meeting in 30 minutes, I am on "Lombard Time" starting today. Now you are Empowered, so share this with others.