

## NOVEMBER 2015

### MORNING RITUALS OF SUCCESSFUL PEOPLE

Will power and energy are highest in the morning and deplete as the day passes. How well you utilize your morning decides how well you utilize your day. While the morning habits of successful people vary, here are a few helpful practices that are common among them.

#### 1. They wake up early

What do Benjamin Franklin, Ernest Hemingway, Starbucks CEO Howard Schulz, Virgin founder and CEO Richard Branson, Apple CEO Tim Cook, Pepsi CEO Indra Nooyi, Twitter and Square founder Jack Dorsey, and many, other successful people have in common? They all wake up early; any time from 4 to 5:30 a.m. They're up, while their not-so-successful competitors are comfortably in their beds, dreaming about how to beat the titans.

#### 2. They decide and review what to do for the day

Most successful people plan, and look into their goals, strategies, and motivations before starting the day. They have clarity of vision, and this clarity breeds mastery that they

Reitman Security Search is a leader in executive recruitment and consulting, supporting the electronic security industry globally. Our clients include the industry's most sought-after employers; public and private electronic security technology manufacturers, specifiers/consultants, systems integrators, distributors and alarm dealers. Here are some examples of our practice.

#### Recent Placements and Current Engagements

**Regional Sales Director-**  
Enterprise Access Control  
Solutions- Western US

**Vertical Market Sales Manager-**  
Multi-Family Housing

**Global Accounts-** Integrated  
Solutions- Canada

**Regional Sales Manager- IP**  
Video- Ontario/GTA

unleash in their work. This goes hand in hand with journaling (see #5).

### **3. They work out**

Apple CEO Tim Cook can be seen in the gym around 5 a.m. Jack Dorsey goes for a six-mile jog, while Unilever CEO Paul Polman runs on a treadmill. All successful people understand that they need a highly functioning body, without diseases and stress, to face the day and perform some of the most challenging and inspiring tasks in the world.

Science says that working out releases endorphins that help reduce stress; it also maximizes energy and keeps you healthy.

### **4. They have a healthy breakfast**

Some do it at home, some in the car, and some in the office, but all successful people have a healthy breakfast. Richard Branson has a breakfast early in the morning, while Hain Celestial CEO Irwin Simon has a breakfast meeting. Procter & Gamble CEO A.G. Lafley says: "I used to eat virtually nothing for breakfast. Now I have a V-8 juice, half a bagel, and a cup of yogurt. And I eat five or six times a day. It's about managing your glycemic level. You don't want to boom and bust."

It's a good thing to have complex carbohydrates that slowly break down and release energy as the day goes by.

### **5. They maintain a journal**

Some call it a gratitude journal, some call it an idea journal, and some simply call it a record or a plain-old diary. Mark

**Regional Sales Manager-**  
Enterprise Access Control- Mid-Atlantic Region-**COMPLETED**

**National Business Development Manager-** Vertical Markets- Network Video- Western US

**Regional Director of Sales-** Enterprise Access Control- Eastern US

**Director of Operations Monitoring-** Managed Video Command Center

**Sales Manager-** Commercial End-User Team- Integrated Systems- Metro NYC

**Regional Sales Manager-** Enterprise Access Control- Chicago/Midwest

**Regional Sales Manager-** Network Video- Southeast US- **COMPLETED**

**Applications Engineer- Sales Support-** IP Video Manufacturer- Metro NYC

**Regional Sales Applications Engineer-** Network Video- Northeast

**Regional Sales Manager-** Network Video- Texas

**Regional Sales Manager-** Network Video- Detroit/Northern Ohio

Twain, George S. Patton, Thomas Jefferson, George Lucas, Charles Darwin, Ernest Hemingway, and Ludwig van Beethoven all kept a journal. They recorded their thoughts, ideas, gratitude, plans, strategies, goals, progress, and reminders.

Journaling is a powerful tool for planning, strategizing, reflecting, tracking progress, keeping ideas, motivating, and inspiring. It's a doorway to yourself.

## 6. They meditate

Madonna, Hugh Jackman, Liv Tyler, Jennifer Aniston, Oprah Winfrey, Sir Paul McCartney, and Jack Dorsey meditate daily to improve focus, bring clarity and peace of mind, eliminate distractions, reduce stress, and boost health.

## 7. They finish difficult tasks first, with focused work

Successful people recognize that focus, energy, and will power are highly valuable resources. To do any task masterfully requires focus, energy, and willpower. With daily practice, successful people transform their habits into rituals. They reach a level of automation so they can utilize their resources on even more demanding tasks. After reflecting, planning, and strategizing about their goals, successful people begin work with the focused execution of the most challenging but most rewarding tasks, early in the morning, so that they can finish other tasks that require lesser resources later in the day.

### **Business Development**

**Manager-** Managed Services- Houston

**Product Manager-** Life Safety Solutions

### **Inside Technical Services**

**Leader-** Life Safety- **COMPLETED**

**Product Manager-** Intrusion Solutions/IoT- **COMPLETED**

**Senior Business Development Consultant-** Global Accounts

### **Business Development**

**Manager-** Managed Services- Chicago

### **Pre-Sales System**

**Design/Project Management-** Integrated Systems- Metro NYC

### **Regional Sales/Major Account**

**Executive-** Systems Integration- North Carolina/South Carolina

### **Business Development**

**Manager-** Managed Services- Metro NYC

### **Contacts:**

Kevin Spagone,  
Director: [Kevin@reitmanpersonnel.com](mailto:Kevin@reitmanpersonnel.com)



Peter Aloj, Candidate Development  
Specialist: [Peter@reitmanpersonnel.com](mailto:Peter@reitmanpersonnel.com)



## **8. They outlearn their competition**

Successful people outlearn everyone around them. They're obsessed with learning. They're voracious readers. Barack Obama, Winston Churchill, Mahatma Gandhi, and Disney CEO Bob Iger read to learn. They finish newspapers, books, audio books, journals, and magazines like Harvard Business Review, Inc., or Forbes for information and insights not only for entertainment.

\*Source: Inc.com, Alok Sharma:  
QUORA

**From Our Family  
At Reitman Security  
Search  
To Yours,  
We Wish You  
A Safe  
And Happy Holiday  
Season!**

