

# JAY'S STRAIGHT TALK

UNPLUGGED AND UNCENSORED



i CAN'T IMAGINE  
MASTERING THE SKILLS  
INVOLVED HERE WITHOUT  
A CLEARER UNDERSTANDING  
OF WHO'S GOING TO BE  
IMPRESSED\*



JAY McDONALD  
Empowering Excellence

## Straight Talk XI Giving 100 Percent October 15 2011

My founding member's launch meeting is November 30<sup>th</sup>. Here's the current status of the group:

- Nine (9) are signed, sealed and delivered.
- Two (2) others have signed agreements but asked me to hold their applications until they speak to their partner, etc.
- Five (5) have indicated that they want to be in the group and are getting loose ends tied up.
- Three (3) want to join, but have asked to defer until early next year (and be considered if a spot is available...or put on a waiting list/or in another group).
- Twenty-four (24) remaining selection interviews of people that I've qualified as good potential members, who have a genuine interest, but with whom there has been no mutual decision yet about going forward with membership in the group.

I'm confident that it's going to be an excellent group, and one that's full, if not by November 30<sup>th</sup>, then shortly afterward. Patience is not my best quality, and one of my challenges is to not "go for the throat." Some of the folks who have remaining details to complete may go away, but my sense is that it's better to let them follow their paths to inform others, etc. than to demand a quicker "yes" or "no." Honestly, I don't want members who aren't fully committed, and I'm seriously pursuing the remaining twenty-four (24). Perhaps it will result in two groups, or if not, candidates for other Atlanta chairs or a wait list.

Being a Georgia Tech guy, I've always been taught to think quantitatively and to give everything in life your all. Here's a little math exercise:

### **Mathematics:**

*This comes from 2 math teachers with a combined total of 70 yrs. experience.*

*It has an indisputable mathematical logic.*

*This is a strictly ..... mathematical viewpoint.. and it goes like*

*this:*

*What Makes 100%?*

*What does it mean to give MORE than 100%?*

*Ever wonder about those people who say they are giving more than 100%? We have all been to those meetings where someone wants you to give over 100%.*

*How about achieving 103%?*

*What makes up 100% in life?*

*Here's a little mathematical formula that might help you answer these questions:*

*If:*

*A B C D E F G H I J K L M N O P Q R S T U V W X Y Z*

*Is represented as:*

*1 2 3 4 5 6 7 8 9 10 11 12 13 14 15 16 17 18 19 20 21 22 23 24  
25 26.*

*Then:*

*H-A-R-D-W-O-R-K*

*8+1+18+4+23+15+18+11 = 98%*

**And**

**K-N-O-W-L-E-D-G-E**

$$11+14+15+23+12+5+4+7+5 = 96\%$$

**But ,**

**A-T-T-I-T-U-D-E**

$$1+20+20+9+20+21+4+5 = 100\%$$

**And,**

**B-U-L-L-S-H-I-T**

$$2+21+12+12+19+8+9+20 = 103\%$$

**AND, look how far *ass kissing* will take you.**

**A-S-S-K-I-S-S-I-N-G**

$$1+19+19+11+9+19+19+9+14+7 = 118\%$$

*So, one can conclude with mathematical certainty, that while **Hard work** and **Knowledge** will get you close, and **Attitude** will get you there.*

*It's the **Bullshit** and **Ass Kissing** that will put you over the top.  
Now you know why some people are where they are!*

Have a great weekend, and all the best on your group builds or whatever passions you are following.  
Jay