

An Opportunity's Knockin', Inc.™

A O.K.

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Not **WHAT** you want to become.....but **WHO!**™

Pete Eobbi

Pete Mauro

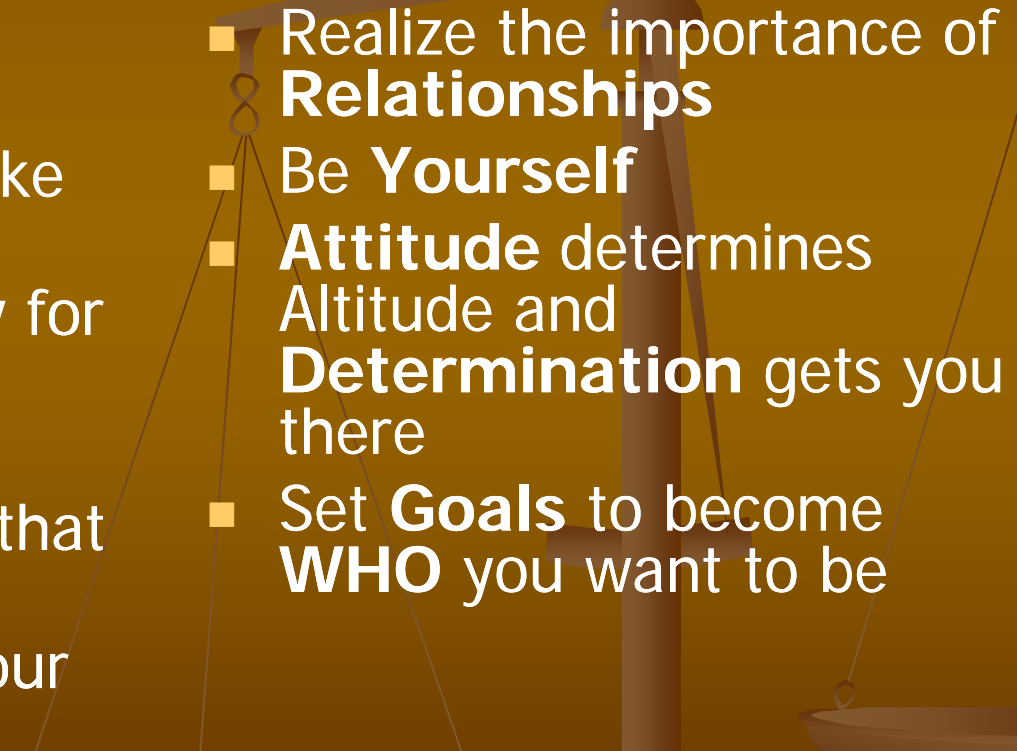
Success

Ralph Waldo Emerson – American Poet, Philosopher

“To laugh often and much; to win the respect of intelligent people and affection of children; to earn the appreciation of honest critics and endure the betrayal of false friends; to appreciate beauty, to find the best in others; to leave the world a bit better, whether by a healthy child, a garden patch or a redeemed social condition; to know even one life has breathed easier because you lived. This is to have succeeded.”

The 3 P's

Pete & Pete's Principles™

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- Have **Confidence** in yourself
 - Don't be afraid to make **Mistakes**
 - Take **Responsibility** for your actions
 - Live with **Integrity**
 - **Focus** on the things that make you happy
 - Create **Balance** in your life
 - Realize the importance of **Relationships**
 - Be **Yourself**
 - **Attitude** determines Altitude and **Determination** gets you there
 - Set **Goals** to become **WHO** you want to be

Principle 1

- Have **Confidence** in yourself
 - “If you think you can, or think you can’t do something, you’re right either way.”

Lesson: You never know what you can accomplish unless you try.

Principle 2

- Don't be afraid to make **Mistakes**
 - Who's has never made a Mistake?

Lesson: Admit the mistake, learn from it, and most importantly try not to re-Pete the same mistakes over and over again.

Principle 3

- Take **Responsibility** for yourself
 - “You Become what you Think about.”
 - “Life is 10% what happens to you and 90% how you respond to it.”

Lesson: Life is what you make it!

The Light of Integrity

Heraclitus – Greek Poet, Philosopher

The soul is dyed the color of its thoughts.

Think only on those things that are in line with your principles and can bear the full light of day. The content of your character is your choice. Day by day, what you choose, what you think, and what you do is who you become. Your integrity is your destiny. It is the light that guides your way.

Principle 4

- Live with **Integrity**
 - “Integrity is what you do when no one is looking.”

**Lesson: Never
give away
your Integrity!**



Principle 5

- Stay Focused on what makes you **Happy!**

- “Who moved my Cheese.”

Lesson: “It’s not getting what you want, it’s wanting what you’ve got...”

Principle 6

- Create **Balance** in your life!
 - Self
 - Activities (Clubs, Sports, etc.)
 - Family, Friends & Relationships
 - School
 - Work/Career

Lesson: Don't put all your eggs in one basket.

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- **Talent**
 - **Passion**
 - **\$\$\$\$\$\$**
 - **Service**

Principle 7

- Importance of Relationships

- "People are social animals."

**Lesson: It's not where you go in life,
but who you go with that matters.**

Principle 8

- **Be Yourself!**

“Almost every person wastes part of his or her life in attempts to display qualities which they do not possess, and to gain applause which they cannot keep.”

~Samuel Johnson

Lesson: “It doesn't matter what you are given, what matters is what you do with what you have.”

Principle 9

- **Attitude** determines **Altitude**
 - "Always think of your Glass as ½ FULL!"
- **Determination** gets you there
 - Firm or fixed intention to achieve a desired end.
 - "Don't give up! Don't ever give up!" Jimmy V

Lesson: There is always more than one way to see something, always someone who has it better and always someone who has it worse.

Who would you rather be?

Person #1

- Almost 40 years old
- Government employee
- Bald & Bad back
- Average height
- Works hard to support family
- Modest home
- Parents are separated

Person #2

- Engineer with an MBA
- 6 figure income; 35 hrs/wk
- Competes in triathlons
- Married Vegas showgirl/NBA cheerleader
- 3 beautiful children
- In-ground pool
- Great relationship with family & friends



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Principle 10

Goals are to Accomplishment as
Tools are to a tradesman.

They are the tools that enable
you to get things done in a
prioritized manner.

Possible Goal areas:

- Community Service
- Educational
- Career
- Family / Relationships
- Spiritual
- Health / Fitness
- Hobbies / Interests
- Financial

Goals should be:

Specific

Measurable

Action-Oriented

Realistic

Time-Based

Lesson: If you Fail to Plan, you Plan to Fail!

Why?

"If I only knew then what I know now"

For You "Then" is "Now"

"If you only knew NOW, what could help you LATER"

The Other Side of AOK



- Christmas Gifts for Giving Event
- Easter and Thanksgiving Food Delivery
- Event Sponsorships
- Donations for Children

Questions?



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