



Corsini's Point of the Week™

June 9, 2008 Part 2 of 2



More Listening and Learning with Alan Pizzitola

Let's continue our occasional series about everyday heroes with some more thoughtful and resourceful insights from Alan Pizzitola, president of Business Interiors, Inc. We sat down to talk with Alan because he is one of those people we see overachieving in his profession and living life with the 7 F's of True Success in mind.

He's always done that. As we mentioned last week, Alan was a valuable player on both the basketball court and the football field in high school. But he started college without a hoped-for football scholarship.

A buddy convinced Alan to walk on at the University of Alabama and try to play for the legendary Bear Bryant. Alan and this friend worked out religiously twice a day all summer long. The first day of practice Alan showed up, and his buddy was a no-show.

But then, Alan's philosophy has always been this: "Once you commit to something, you always follow through and give it everything you've got." With that mindset, he went on to make the freshmen team at strong safety. Alan admits he wasn't the most gifted or strongest or fastest player at his position, but he was the hardest working. He studied game films, he looked for other players' tendencies and weaknesses in a game and he worked out regularly. In short, he did everything to give himself an advantage on every play and in every game.

His first year at Alabama, Alan earned the "Leroy Jordan Headhunter Award" for tackling. Not bad for a walk-on.

Alan's steadfast commitment to always doing his best has served him well in business. Here are some more of his insights regarding success—in business and in life.

More "Alan-isms"

- Treat everyone you come in contact with like you treat a great customer. Extend that degree of courtesy and attention to employees, vendors, colleagues, etc.
- Always be ready when the bell rings. No matter if it's

QUOTE OF THE WEEK

"Nothing can stop the man with the right mental attitude from achieving his goal; nothing on earth can help the man with the wrong mental attitude."

— Thomas Jefferson

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in practice, during the game, on a sales call or during a presentation. Wherever you are, whatever you're doing—be ready. Never go on any call unprepared.

- Say “please” and “thank you.” It doesn't get much simpler than that. But these two small words are vitally important.
- Planning is everything. Each night, plan out your next day, expand your plans to your week, and give direction and to do's to your team members on a daily basis. Help them plan their day by sharing things that need to be done.
- Be fun. At work (and out of the office), be that person others like to be around. Have fun, and make life and work fun for other people, too.
- Failing is not an option. Think only about how you are going to be successful. Never waste a thought on anything else. Alan says, “Coach Bryant taught me to prepare, work hard as hell and strive for excellence. He proved to us that if you do that, winning takes care of itself.”

by Marc A. Corsini

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CORSINI'S POINT

Take time to listen and learn from those people you know who know success firsthand. More often than not, their life lessons will help you do what you do better.

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Contact Marc Corsini at marc@corsini.com or (205) 879-0432 for more information.