



# Corsini's Point of the Week™

March 9, 2009



## A Short Lesson on Juggling

One of the perks of coaching overachieving people is I get to hear about a lot of great stuff. Books, technology, trends, techniques, etc. You name it, these go-getters know about it, and I often get the opportunity to hear about it in our coaching sessions.

A few years ago, Robert Berman, who is a good friend and client, told me about *The Story of the Five Balls*. This little gem of a tale, included in James Patterson's moving book, *Suzanne's Diary for Nicholas*, is so very powerful that I'm reminded of it time and again — even years later. It goes like this:

*"Imagine life is a game in which you are juggling five balls. The balls are called **work, family, health, friends and integrity**. And you're keeping all of them in the air. But one day, you finally come to understand that **work is a rubber ball**. If you drop it, it will bounce back. The other four balls — **family, health, friends and integrity** — **are made of glass**. If you drop one of these, it will be irrevocably scuffed, nicked, perhaps even shattered. Once you truly understand the lesson of the five balls, you will have the beginnings of balance in your life."*

Wow! This rather simple idea is so compelling to me. At the same time, it's a humbling thing to consider. In these crazy times, **think about all the attention — not to mention our time, talents and treasures — we devote to keeping the work ball in play**. Some people are doing everything possible to keep juggling that work ball. Others worry themselves sick that they might lose their work ball. And still others are focusing all of their energy on new work—thinking a new ball will solve all their problems.

This isn't balance. Far from it, in fact.

**Spending all this energy on the work ball means neglecting the other balls that are so fragile, and indeed irreplaceable, in our lives.** This is the same idea I encourage with my **7 F's of True Success** model of a balanced approach to work and life: *True success is success in all areas of life*. Certainly work is crucial, but it shouldn't be the most important aspect of your life.

Of course, like all of you, I do have a work ball; I call it my **Fundamentals of work**. But juggling just this one — making it the focus of my life — isn't my idea of success. Nor should it be

### QUOTE OF THE WEEK

*"Consider all the accounts in your life: Do you have a balanced budget in each of them?"*

— Marc Corsini

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yours.

I believe a healthy, whole-life approach to true, all-encompassing success includes these balls, too: **Family (and friends)**, **Finances**, **Faith**, **Fitness**, **Fun** and the **Fusion** of all these things. That's what I coach and encourage, and that's what I strive to live each and every day. Life is precious — enjoy the journey. And **understand your priorities**

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## CORSINI'S POINT

The lesson of the five balls is a wonderful one. The gist of it is this: Making work your main focus results in a shallow victory in the long run. Warren Buffett—certainly a success story—once said, *“When you get to my age, you’ll measure your success in life by how many of the people you want to have love you actually do love you. That’s the ultimate test of how you’ve lived your life.”* Indeed, the secret to a joyful life is balance. *True* success is about achieving success in *all* areas of your life. That takes focus and hard work. It requires you to Do What You Do Better both in and out of the office. You can't do that unless you understand life's priorities. And finally, I encourage you to focus on your blessings, and be grateful for them.

## Do What You Do Better™ with Executive Coaching

Marc helps business owners, executives and managers hone their organization skills, define and achieve their goals and learn to lead better. This one-on-one, monthly program also offers a confidential forum for participants to discuss critical issues and explore creative solutions in order to increase revenue and achieve success in and out of the office. Executive Coaching helps you Do What You Do Better. Contact Marc Corsini at [marc@corsini.com](mailto:marc@corsini.com) or call him at (205) 879-0432 to sign up.