



# Corsini's Point of the Week™

December 21, 2009



## The Gift of Fusion Part 7 of 7

Just as the year is winding down, we're wrapping up our series on the **7 F's of True Success**. Over the past few weeks, we've talked about focusing on the **Fundamentals** at work, creating your **Financial** plan and legacy, cherishing **Family** and **Friends**, how **Faith** can be a beacon for everything you do in your life, the awesome power of physical and emotional **Fitness**, and the sheer joy of having **Fun** in life. Now it's time to put it all together in the total, winning package that is the **Fusion** of all these diverse aspects of a successful life.

**Fusion is the hardest part of all.** During the course of this year, I know we've all achieved success with some of the 7 F's. Maybe even most. But achieving *true* success means reaching your goals in *all* of the F's listed above. You can't do it easily, and you certainly can't do it while on autopilot. It takes planning, focus and continued tweaking. It is an ongoing process. **Yes, it's a big challenge, but the payoff is far greater than the challenge.** That's the beauty of this goal-orientated 7 F's model; there's an amazing and absolutely true feeling of accomplishment when you achieve success in each area and then fuse this all together at the same time in life.

So as you take some much-deserved time off to focus on your family, friends and faith, which are upfront and center this holiday season, I encourage you to reflect on this year and consider how much you have accomplished in regard to the 7 F's. **We'll begin a new year soon, and it will come with new opportunities for you to give yourself the gift of fusion.** You'll know how to achieve that because the 7 F's model is a checklist for all-encompassing success. So enjoy the holiday, and use this time to recharge. We are going to follow our own advice and take a little time off from the POTW e-newsletter. **We'll be back with fun, new Points beginning Monday, January 11.**

### CORSINI'S POINT

Having fusion (or balance) in your life is, admittedly, hard to accomplish, but the rewards are indeed great. Obtain fusion, and you know you have a firm handle on all the important aspects of life—in and out of your office. You can do it! I know all of us routinely achieve success in each of the F's in our 7 F's model. The big payoff is achieving *fusion* of all the F's on a regular basis. Take time during the holiday season and reflect on this year. (We know it's been a tough year for lots of people.) Then relax with your family and friends, and use your time off to recharge—physically and mentally. We'll be back with a new POTW on January 11.

### QUOTE OF THE WEEK

"Cheers to a new year  
and another chance  
for us to get it right."  
— Oprah Winfrey

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Meanwhile, if you are in sales and are looking to get off to a fast start in 2010, consider attending our **New Year, New You, New Business Conference** on Wednesday, January 27 in downtown Birmingham. If you can't make the conference, a DVD of the event will be available. For more details, go to [www.corsini.com](http://www.corsini.com) (or see the info below).

## DO WHAT YOU DO BETTER with Corsini Classroom

### **Annual Winter Conference — New Year, New You, New Business Conference**

Get a fast start in 2010! This one-day program features dynamic speakers sharing selling tips and techniques, personal branding expertise, and useful ideas about using social media to increase revenue and secure new clients.

- Brian Cauble, Co-founder and CEO of Appsolute Genius, talks about taking "offline" relationships online using the latest social-media techniques.
- Ruwena Healy, President of Marketing 24/7, Inc., discusses creating and implementing effective marketing, PR and business development plans that reach target markets.
- Alan Pizzitola, President of Business Interiors, presents "Alanisms," lessons learned from Coach Paul "Bear" Bryant and from his own experience as a business owner and rainmaker.
- Marc Corsini addresses the current selling climate with his presentation, *Rainmaker Fundamentals for Challenging Times*.

The investment is \$149 for the Winter Conference and DVD (\$159 if you enroll after January 25th). It's \$99 for the Winter Conference only (\$109 if you enroll after January 25th) and \$99 for the DVD only.

**To enroll in New Year, New You, New Business Conference, go to [www.corsini.com](http://www.corsini.com) and use PayPal.** (You do not have to have a PayPal account to enroll.) **Seating is limited.**

For more info, contact Marc Corsini at [marc@corsini.com](mailto:marc@corsini.com) or call him at (205) 879-0432.