

# Welcome

## Staying UP in a DOWN Market

*Keeping you attitude and energy up*

*during unnerving, uncertain times*

Presented by Doug Smith  
Douglas Smith & Associates



**“Knowledge is power.”**

**Power**



**Knowledge**

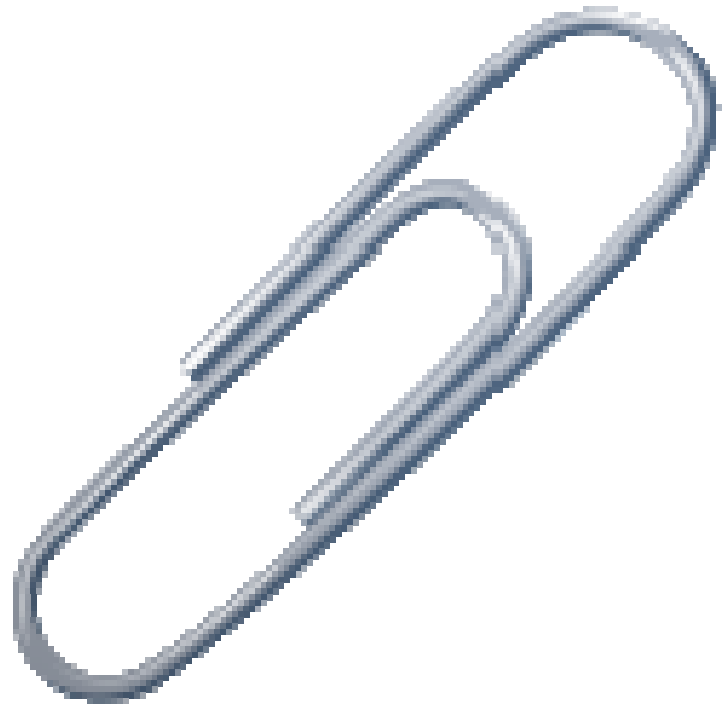


**Information**



**“Knowledge is NOT power...  
without action!”**





# Words of wisdom:



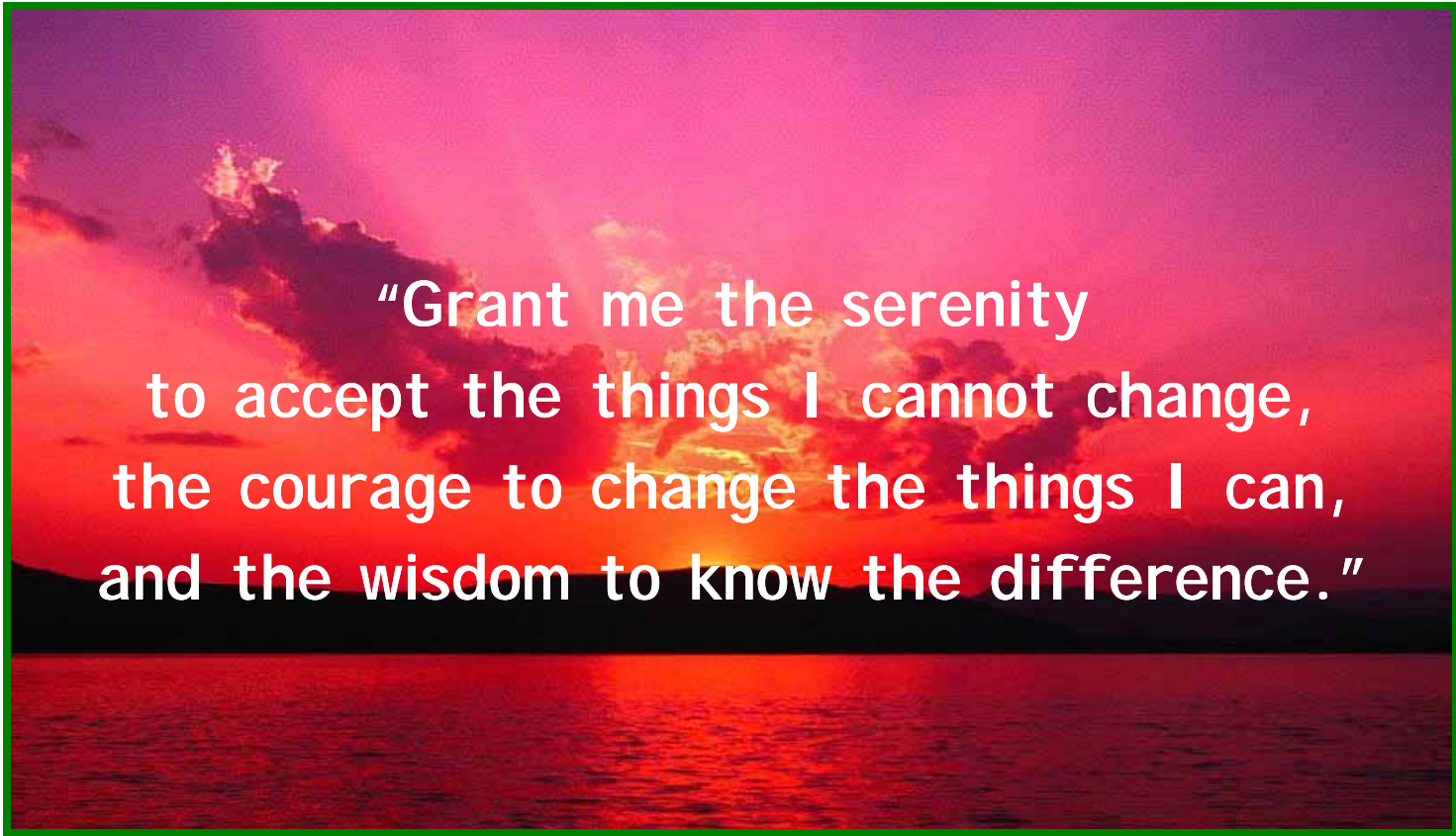
***“It is not the strongest of the species that survives, nor the most intelligent, but the ones that can best adapt to change.”***

**- Charles Darwin  
*On The Origin of Species***

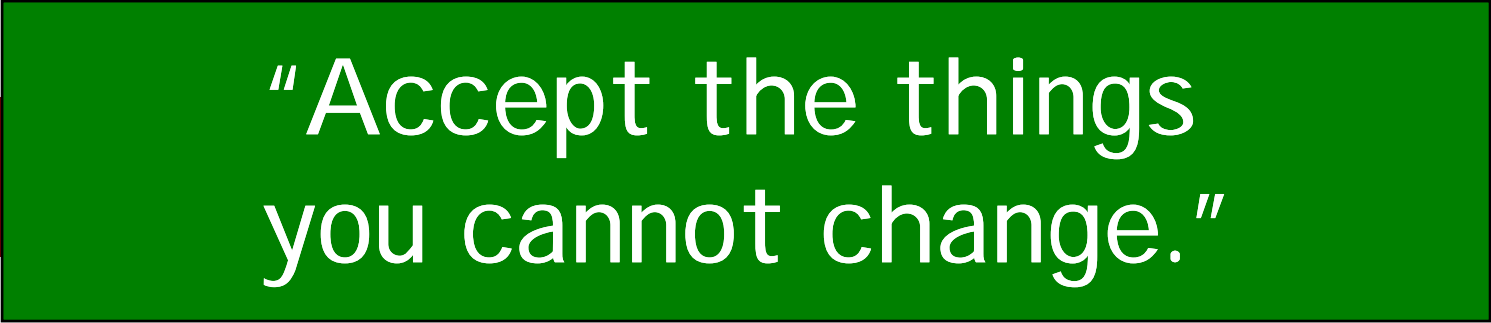
# Five Major Messages

1. Your world has changed. You must change with it.
- 2.
- 3.
- 4.
- 5.

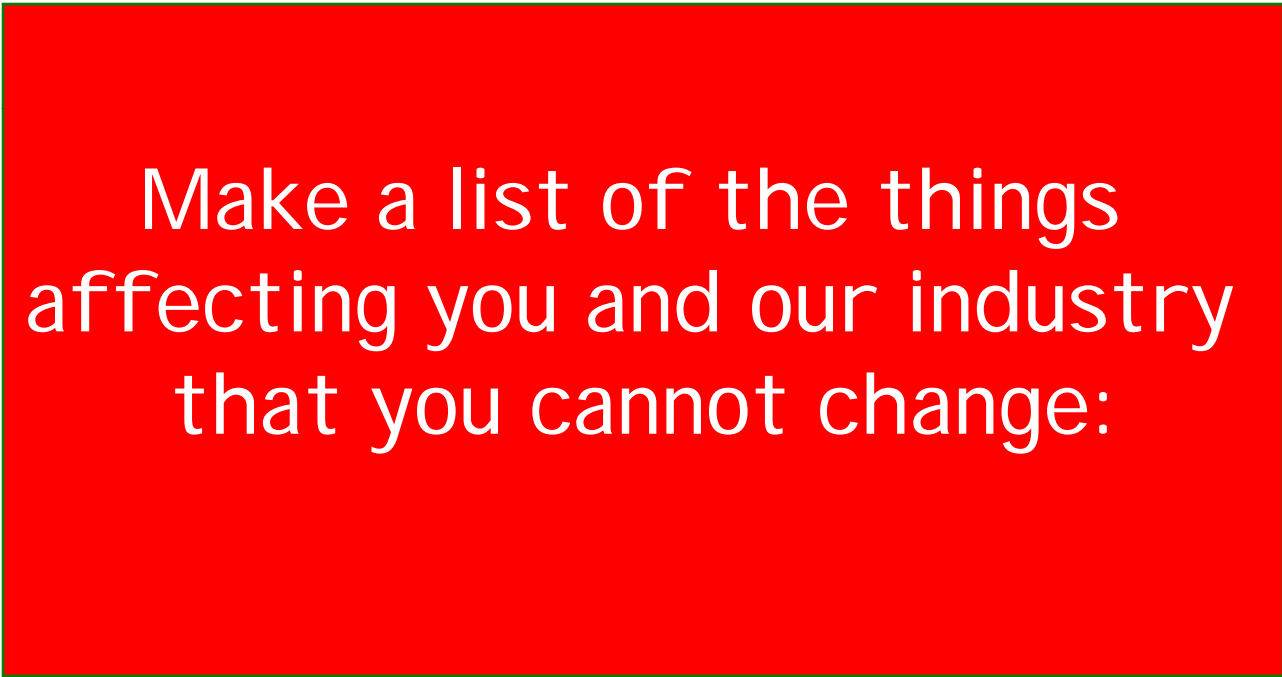
# The Serenity Prayer

A photograph of a sunset over a body of water, with a green border. The sky is a mix of purple, pink, and orange, with a large, dark cloud formation. The water in the foreground is dark and reflects the colors of the sky.

"Grant me the serenity  
to accept the things I cannot change,  
the courage to change the things I can,  
and the wisdom to know the difference."



“Accept the things  
you cannot change.”



Make a list of the things  
affecting you and our industry  
that you cannot change:

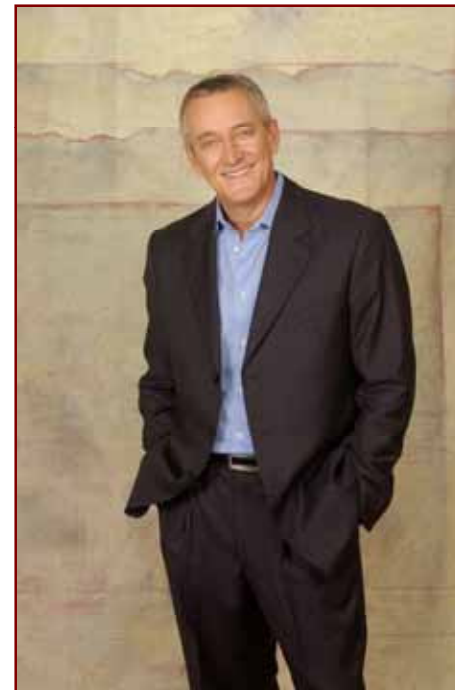
# Five Major Messages

1. Your world has changed. You must change with it.
2. Spend your time and attention working on problems you can solve.
- 3.
- 4.
- 5.

# Doing more of less

***“Successful people do just a handful of things. But they are successful mostly because they do them well and they do them with ridiculous consistency.”***

**- Jason Jennings**  
***Less is More***





“Nothing significant  
is achieved overnight.”



Two things that work for me  
that I need to do more of are...



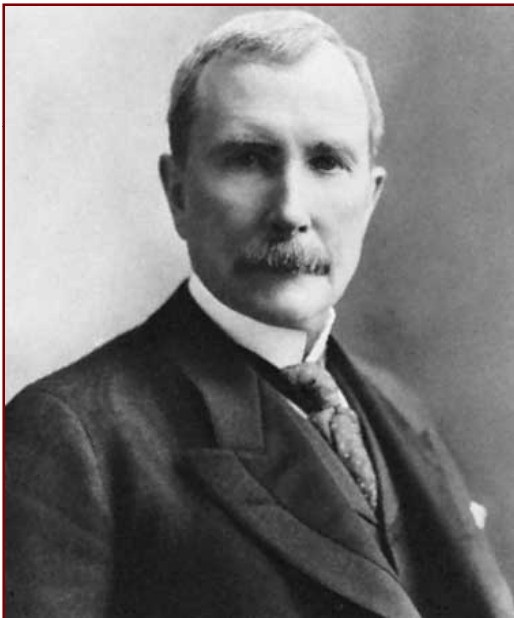
# Five Major Messages

1. Your world has changed. You must change with it.
2. Spend your time and attention working on problems you can solve.
3. Do what works. Do it more. Do it more often.
- 4.
- 5.

"Your direction determines  
your destination."



# Words of wisdom:

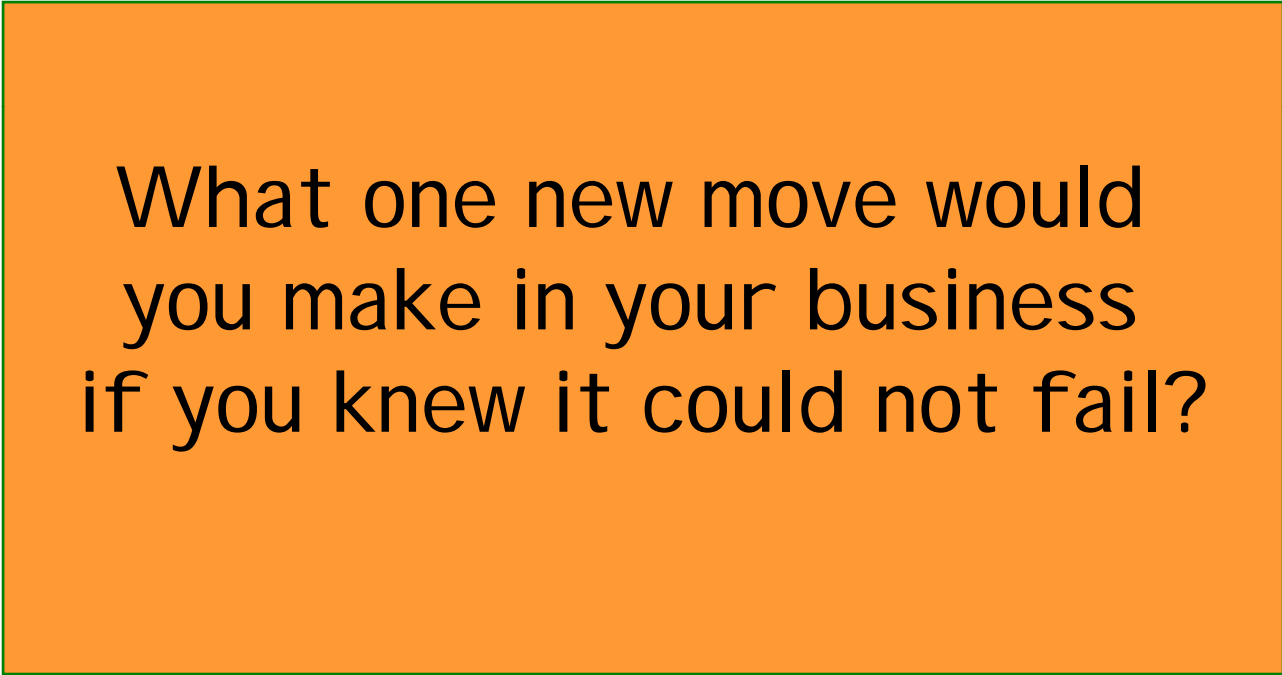


***“Success requires us to take some risks. If we are not frightened by new things, opportunities are everywhere.”***


**- John Rockefeller**



“Expect to win.”



What one new move would  
you make in your business  
if you knew it could not fail?



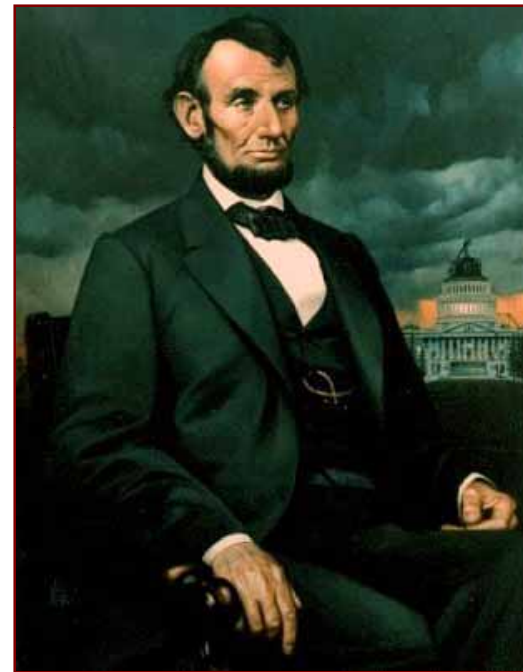
# Five Major Messages

1. Your world has changed. You must change with it.
2. Spend your time and attention working on problems you can solve.
3. Do what works. Do it more. Do it more often.
4. While others are holding back, move forward!
- 5.

# Words of wisdom

*“None of us is greater  
than all of us.”*

- Abraham Lincoln



“We are all in this together!”

What sound advice  
would you give to your peers,  
colleagues and business  
associates right now:

# Five Major Messages

1. Your world has changed. You must change with it.
2. Spend your time and attention working on problems you can solve.
3. Do what works. Do it more. Do it more often.
4. While others are holding back, move forward!
5. We got into this mess together. The only way we'll get out...is together.

