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the **EXECUTIVES PROFIT**™
Coaching leaders to a brighter future

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My barber says we're in a recession! he told me this months ago and now the

economists, the pundits, the Fed chairman are just catching up to his wisdom. Phil who has been my barber and listening post for the last 12 years knew there was a recession when families of a father and two sons stopped coming for haircuts every three weeks and now get hair cuts every six weeks. Even in a well-to-do area like Northbrook, Illinois families are trying to cut costs wherever they can. In your business have you been doing the same? One of the few elements you can truly control in any business are your costs. cut where you can! Costs are costs! Cut some of the fat that you

[Rick's Tips](#)

SET CLEAR GOALS FOR YOURSELF AND YOUR TEAM

- Listen more than talk
- Remember to delegate
- Don't forget to communicate

[Book Recommendation.](#) Steve Hamburg provides us with this month's book recommendation. Steve is President of Eclipsesecurity, LLC a company that he founded three years ago and which is now enjoying success. The company is a full service security consulting firm that offers the "one stop shop" for protecting its client's highly confidential information. Steve is a client, poker player and great to work with. I am also a member of his Advisory Board. www.eclipsesec.com

"The 48 Laws of Power" by Robert Greene

As a business owner, I am my own best critic. I constantly ask myself various performance-based questions; "Did I handle this situation appropriately and optimally? Was I too assertive in my intentions? Was my ulterior motive too transparent? etc.." The 48 Laws of Power provides invaluable insight into how any business professional can optimize the outcome of any interaction or strategic initiative, primarily in the context of negotiations and

thought was muscle. And do it quick. But don't cut so deep that you have nothing left when the economy does come back.....and it will.

Phil Lenardi my friend and barber is the owner of Philip Anthony's on Sanders and Dundee Road in Northbrook, IL. Stop by, say hello and get a haircut. It'll help the economy.

To learn more about The Executives Profit and how we can get you back on course, click [here](#) to check out our website!

Best Regards,

Rick Mazursky

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We're Hiring!

The Executives Profit is currently looking for Coaches to add to our team. Click [here](#) for details about the position and how to apply.

Quick Links:

[Rick's Monthly Newsletters & Articles](#)

management. However, I have found the guidance from this book to be invaluable in my personal life as well.

There are only two pre-requisites required before reading this book:

- 1) Do not let the tone of the book fool you into thinking you will evolve into a malicious person.
- 2) You must be amendable to changing your behavior and thought processes.

Steven Hamburg
President & Founder
Eclipsecurity, LLC

About EP. The Executives Profit, based in the Chicagoland area, provides individual coaching and consulting for executives on a variety of business issues. We understand that leadership does not occur through systems alone. We believe it is as essential to develop skills to foster a learning attitude, results-driven behavior, flexibility and an open mind to improve on a continual basis. In addition, we understand that business basics - the fundamentals of blocking and tackling - must be solidly in place and in top working order. At The Executives Profit, we take into consideration all aspects of running a successful business. We aid in designing a strategy to improve across a variety of disciplines - that are both measurable and sustainable, such as:

- We help companies grow to the next level.
- Help companies stop the loss of profitability.
- Aid in the building of infrastructure.
- Add process to the organization.
- Take a wholistic approach to the business.
- Work with Owners, Founders, CEOs, Entrepreneurs to build a sustainable, profitable, growing business.

Contact us for a free consultation!

My barber says we're in a recession!

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