

Smarter than I

When I started to race my new sailboat I knew what I needed.

I needed racers smarter than I. How would I ever learn, and ever win a race, if I didn't have people who knew how to race. If they knew how to race, they were smarter than I, as I only wanted to race, but had not learned the skill.

If you are the smartest person on the team, you are on the wrong team. If you are there to teach, it's perfect. If you are there to learn and grow, it's the wrong team.

Ideally, we always have people who are smarter and from whom we can learn. If they are not smarter, we are not going to get the value we are looking for.

My race team was great. I had four people who were better racers, smarter than I. Each one had a unique ability for an aspect of the race. Together they made a winning team. Me, I had the boat, and I was willing and anxious to learn. Learn I did, and improve I did.

I was the captain. But, I took orders, I listened, I learned, and I followed instructions. Sure, I owned the boat, I was the captain, but they had the knowledge and the skills. So, I followed, I studied, and I learned. Over the next few years I became better and better. Well, I thought so. You might want to ask them.

Always try to be on a team and associate with people who are smarter than you are. That way, you learn and grow. We learn many different ways, but following a role model, a coach, or a mentor is a great way to learn one on one, hands on.

In our second year of racing, we came in first place and continued in first place. We were the team to beat. It was a team, it was skilled people who worked together taking advantage of each member's unique abilities. We all learned from each other. We all won.

Alone it is difficult to win. Together it is much easier and more rewarding. Sharing the excitement of winning makes it all the more

exciting and valuable. Truly, no one member of the team wins. Together, we all win.

Where do you want to learn and grow? Who can be part of your team? Who can mentor you? Who can coach you? Find the best and join their team or have them join yours. Do what it takes.

I have a team for the newsletter and for the articles. The articles are edited and improved by the team as is the rest of the newsletter. When you write to me, you are also writing to them. It's us, all of us, that make it what it is.

If you own a business, job one is to build your team with people smarter than you are. Bring in those who have needed skills that you do not have. Doing so will almost guarantee your success. Failure to do so can easily lead to failure. It's that simple.

Be open, be willing, be big enough to win by having people better than you on your team. It's challenging, fun, and rewarding.