

RUSSELL R. SHIPPEE PRESENTS

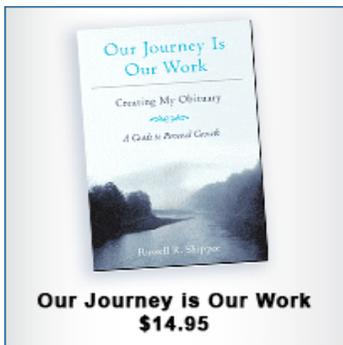
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Thursday, March 11, 2010
Winter Edition #112



Russell R. Shippee
Author, Speaker, Life Coach



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Hello Captain,

So captain, what do you think? What are you going to do?

Is being in charge empowering or frightening? Do you embrace it or do you avoid it? Why or why not?

Cameron must know he's captain and he sure enjoys it and takes advantage of it. Or, is it the terrible terrible twos?

On a very personal note, my father Elmer Shippee, passed away last week. He was a great mentor and salesman. His was a life of service to his clients and family. Elmer served, and he served well. While there is much to be sad about, there is much to celebrate in his life and all other lives.

He had written his obituary annually and it was set to go. He had planned the memorial service including the music and quotations. We just had to follow his instructions. It was to be a celebration, and it was. Many friends, employees, and clients came. Yes, he was captain, he was in charge until the end and then some.

Just starting out in the insurance business my father said, "You can take advantage of a client once, or you can make a fair profit for many years". Most of his clients were long term clients. Some were even 3rd generation clients. Lets all make sure we are giving value.

If you haven't written your obituary do so. Then remember at the end of each year to update it. You'll see how much you've accomplished in the past year and it will help you in the upcoming year.

A handwritten signature in blue ink that reads 'Russell'.

p.s. Elmer's obituary is at the bottom of this newsletter. May you enjoy it and may it motivate you.



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Cameron's Corner

A child of five would understand this. Send someone to fetch a child of five.

—Groucho Marx

Think simple' as my old master used to say – meaning reduce the whole of its parts into the simplest terms, getting back to first principles.

—Frank Lloyd Wright

I am an optimist. It does not seem to be much use being anything else.

—Winston Churchill

Life is not measured by the number of breaths we take, but by the moments that take our breath away..

—George Carlin

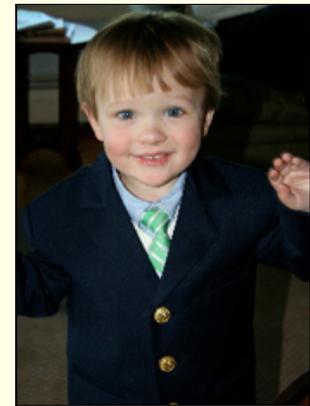


Monkey Business

I'm a kid, but I'm still all business. Business is life. Grandpa says.
"Life is a Game".

I have fun all the time . . . Isn't that what we are supposed to do? Why get serious and get your shorts all tied up in knots?

It doesn't do any good. People like to see people laugh and enjoy themselves.



I'm impressed with all that my great grandfather accomplished. But, most of all I'm really impressed by the overflowing church.

I think that's success when lots of people come to celebrate someone's life just like they did his. I sure wish he would be around longer for me!



Who can you make smile by stopping to see them?

I was lucky enough to see my great grandfather, Elmer, shortly before he died. He was very weak, but he smiled when he saw me. He smiled when I played in his apartment and he even let me mess up his playing cards.

[Download Transcript for Seminar Article](#)

Spotlight Article

MONKEY BUSINESS

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If we laugh, have a great time, act like kids, and play is that OK in business? Is it OK in a conference room while running a meeting?

YES. Yes, it is not only OK, it creates cooperation and increases productivity. Action, aliveness, happiness, and laughing all lead to more and better results.

Isn't it all monkey business?

Business does not have to be serious. Business is people and people like to work and they like to have fun. There is no reason not to make work fun. Fun from the person who you first see when you walk in the door until you see the person on the shipping dock sending the product out the door.

People work for many reasons. Most to earn a living. Hopefully, a large number to also do something they enjoy and that makes them feel like they are adding value for other humans. So, why not have work be fun as well as productive. Why not smile, share a good story, and keep working? There is no reason why not.

Happy people get more done, and happy salespeople make more sales. People like to associate with and be with happy people. They like to talk to and work with happy people. One happy person has a good chance of making another happy.

Smile when you see people and even smile when you are on the phone with them. Make them smile by your conversation. They are human, just as you are, and they want to be treated as a person and not just a clog in the machinery of business.

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The other day a radio commentator and his sidekick were blasting the RI Registry of motor vehicles and the people who work there. I felt bad for the employees of the registry. They deal with many problems such as, shortage of help, an outdated and slow computer system, customers who do not understand English, and do not bring the necessary documents. Then the customer yells at them because they are mad.

I have waited in long lines at the registry myself and I can sure understand people being mad and frustrated when they get to the representative. In the past 2 years I had the opportunity to go three times to the registry. I waited, and then I was waited on by a nice person every time. Sure, the system was slow, but I was nice to them, and they were nice to me. I should have called the radio show to give them the other side.

We all have bad days, and we all get frustrated at times. Don't take it out on others.

Life is meant to be fun. Life is meant to provide an opportunity for all of us to grow, to prosper, and to add value for ourselves and others. None of this precludes us having fun doing it.

So, have fun. Work hard, play hard, work well with others, smile, be a welcome addition to any group. Monkey Business is good business.

In Loving Memory



SHIPPEE, ELMER R., born January 5, 1918 died peacefully at South County Hospital surrounded by family on March 3, 2010.

In 1997 after 62 years in the insurance business, Elmer retired as *Chairman of the Board* from **E. W. Shippee & Sons, Inc.**

He was the husband of the late Virginia Cook Shippee and son of Harold R. and Beatrice Wright Shippee. He was a brother to the late Elizabeth Shippee, Barbara Dill, Harold Shippee, and is survived by Nathan Shippee of Old Lyme, CT. He leaves five children, Joan Hatcher of Allenwood, PA,

Barbara Strassman of Sharon, MA, the Reverend Richard Shippee of Providence, RI, Russell Shippee of Wickford, RI and Stephen Shippee of Wickford, RI, 17 grandchildren and 3 great grandchildren.



He was a graduate of Pawtucket High School and Aetna Insurance School. He was a member of Jenks Lodge, F&AM Scottish Rite, Palestine Temple Shriners and St. Paul's Episcopal Church, Wickford. He served as *Director* of Matec, Inc. and Prudential Funds, Inc., was a member of East Providence Rotary, *Chairman* of the Board of East Providence YMCA, *Treasurer* of Squantum Association, member of the Board of Community Preparatory School, member of the East Providence Republican Town Committee, North Kingstown Republican Town Committee and an alternate delegate to Republican National Convention that nominated Dwight D. Eisenhower. Served as *Master Councilor* of Pawtucket DeMolay and *State Master Councilor* of RI DeMolay and member of Pawtucket Jr Chamber of Commerce, *Organizer* and first *President* of Providence Jr Chamber of Commerce and *Organizer* and first *President* of RI Jr Chamber of Commerce, *Vice President* and then *Treasurer* of US Jr. Chamber of Commerce, *Chairman* of the RI Council of Community Services. He was *Senior Warden* at St. Michael's Church in Rumford, *Senior Warden* at St. Paul's Church of Wickford,

Chairman of the Episcopal Charities, *Finance Committee Chairman* and then *Treasurer* for the Episcopal Diocese of RI. US Airforce from 1942-1945. He was the former *President* of Fosterian, Inc., *Treasurer* of Providence-Worcester Railroad, Member of the Sons of American Revolution, direct descendant of Roger Williams and Abraham Lincoln.



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