



The Empower Letter with Mark Bowser

February 2006

Dear Don,

Welcome to The Empower Newsletter. In this exciting issue, we continue our study of The Three Pillars of Success by exploring the subject of Leadership. Next, we have a great article on how to create financial independence by Denis Waitley. And then we close out the issue with our always inspiring Quotes to Live By! So, let's get to it and ...MAKE IT A GREAT DAY!

God bless,

Mark Bowser

JEREMIAH 29:11

In this issue

- **Featured Article**
- **The Three Pillars of Success**
by Mark Bowser
- **Be Responsible For Your Own Financial Security**
By Denis Waitley
- **Quotes to Live By!**

The Three Pillars of Success by Mark Bowser

There are three fundamental pillars of success for any organization. Every organization that is succeeding is successful in these three pillars. Every organization that is failing is doing so because of a failure in one or more of these areas. This is true for any organization whether it is a nation, a fortune 500 corporation, a non-profit charity, a mom and pop small business, a church, a social club, a ball team, or even a family. You might be saying, "Mark, if it is that important then what are these three pillars that I must have to succeed?" The Three Pillars of Success that are so pivotal in their order of importance are:

Featured Article



Mark Bowser is "providing inspiration to individuals and organizations through effective training that produces Positive Results!" Mark Bowser is one of the top Professional Speakers and Corporate Trainers in the market today. Organizations he has trained include Southwest Airlines, Makino, Inc., Ford Motor Company, The Kellogg Company, FedEx Logistics, the United States Air Force, and many many more.

Quick Links...

[Who is Mark Bowser?](#)

[Buy Power Nuggets by](#)

Pillar One: LEADERSHIP

[Mark Bowser now!](#)

Pillar Two: SALES

[Visit our Success Store!](#)

Pillar Three: CUSTOMER SERVICE

...For the next month, I encourage you to ask yourself how your organization and you individually are doing in terms of The Three Pillars of Success. Are you doing great, just ok, or are there some big red flags? Where ever you find yourself today is not where you have to be tomorrow. Let us be your Roadmap to Success and before you know it you are going to be leading your field. Stay tuned and we will start our journey of The Three Pillars of Success next month in The Empower Newsletter.

Let us now dig deep into our first pillar Leadership.

Pillar One: LEADERSHIP

Effective leadership is the most vital element to any organization. With it and you can reach the stars. Without it and the murkiest swamp will be your home. As John Maxwell says, "Everything rises and falls on leadership." So, what is effective leadership and how do we become that kind of leader? I believe one of the best definitions is J. Oswald Sanders' when he described leadership as "Influence." Nothing more, nothing less. We all influence people everyday. It may be as simple as influencing your co-workers on where to go eat lunch or as vital as influencing your teenager not to use drugs.

In this first pillar, we are going to discover how to become influential. The first thing I think we need to understand is that there is a difference between an "Influential Leader" and a "Positional Leader." The Positional Leader has the title. I am the President. I am the Director. I am the King of the nation. Well, that is great. But that doesn't in and of itself make you influential. The Influential Leader may be the peasant of the kingdom or the entry level employee. Influence is about inspiring and moving people into action in order to reach a desired goal. I hope you have the position, but I also hope you have the trust, respect, and heart of your people. That is our goal in this section. Whatever your position is at this time, I want to help you develop into the Influential Leader that you were born to be.

Three Facts of Leadership

Before we can truly lead, we need to understand some fundamental facts of leadership. Understanding these three facts will help us jump start our leadership development.

Fact Number One: One Person Can Make a Difference

