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From the desk of David Simpson

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“Lots of people will ride in the limo with you. But what you really want is someone who will jump on the bus with you when the limo breaks down.”

- Oprah Gail Winfrey (January 29, 1954 –) Media Executive

Let's face it. Business is tough. It doesn't matter if your company is growing or experiencing reverses. It's just tough. And it's rather obvious that it is getting tougher all the time. To deal with the very real challenges that are facing virtually every company that you can think of, it is, of course, vital to have employees on the team who will go the “extra mile.” To get a handle on your team roster and separate out the limo rider from the bus rider, consider that those people on your team who want to ride in the limousine are the *contributors* and those who will climb onto the bus with you are the ones who are truly *committed*. Just in case you are wondering, if, by chance, you cannot figure out why you are constantly tired and feeling worn out, it might very well be that you have too many contributors on the roster and not enough of those who are truly committed. Take stock!

Because it is the beginning of a new year, I thought I would go wild (lol) and add one more quote to the January Quote of the Month. If you want another thought on the folks who are limo riders and those who will get on the bus, please consider the following.....

“When you reach the end of your rope, tie a knot and hang on.”

- Franklin D. Roosevelt (January 30, 1882 - April 12, 1945) 32nd US President

I am sure the imagery of this quote makes it very clear who are the contributors and which of your group are in the committed column. And here is something to chew on.....whether the quote is from someone who was born exactly 66 years ago this month or from another born in January 138 years back, the definition of those who contribute and others who go the extra mile has not changed one iota – millennials included!

A handwritten signature in blue ink that reads "David".