



# Point of View

Dear Marketplace Friend,

For the last 12 years, **The Master's Program** has been the means by which I have pursued my personal Kingdom Calling, by helping other leaders discover and direct their own Kingdom Calling. Leading this mission demands two parallel emphases: mentor the leaders who are already involved at the same time that we expose and engage additional new participants in the experience.

With the economy in decline (none dare call it "recession," but it's beginning to feel like one), well meaning people are asking me the question: "How is the economy going to affect **TMP**?" The assumption is clear: if the marketplace is in decline, we'll be forced to diminish with it... until the leaders we serve once again have some "discretionary" time and resources to pursue the elective "luxuries."

***The Adversity Advantage: Turning Everyday Struggles into Everyday Greatness*** (Fireside Books; 2006) was the right book for right now, for me. In it, authors Paul Stoltz and Erik Weihenmayer put information and inspiration together in a powerful way. Stoltz is the SoCal-based consultant who has developed a life theme in adversity; his earlier books and corporate advisories have defined the subject. Weihenmayer is an adventurer with a distinctive: he lost his eyesight as a teenager, found inspiration in other people who rose above



disability... and went on to climb the seven highest peaks on the seven continents.

Their premise is undeniable: adversity is unavoidable. It is the recurrent reality for everyone. The distinguishing question is what you will do when adversity confronts you. They identify **Quitters** - those who give up in the face of adversity - as the weakest links (5-20%). **Campers** press on in the face of early conflict, work hard, pay their dues and do what it takes to reach a certain level... and then put down their packs and erect their monuments (65-90%). The rare minority are the **Climbers**, who arrive with the **Campers**... but after lunch, move on to the next level, beyond the next challenge (less than 10%). *"Only **Climbers** take on the immensely gratifying challenge of learning, striving, improving and contributing until their final breath."*

They plot a seven-part process for becoming a Climber: 1) take it on; 2) summon your strengths; 3) engage your CORE; 4) pioneer possibilities; 5) pack light, pack right;

6) suffer well; and, 7) deliver greatness, every day. It's a thoughtful - and well founded - guidebook for leaders who want more.

"... we rejoice in our sufferings, because we know that suffering produces perseverance; perseverance, character; and character, hope. And hope does not disappoint us, because God has poured out his love into our hearts by the Holy Spirit..." (Romans 5:3-5) Paul embraces adversity as essential in the cultivation of confidence (hope) that was founded in the influence of the Living God.

In **TMP**, we serve **Climbers**. No leader is a **Quitter**; they never have what it takes to live as leaders. But too many leaders achieve a level of accomplishment... and become **Campers**. **Campers** just "hunker down" when the winds of Recession blow outside, hoping to survive the storm. **Climbers** realize that "the worries of this life and the deceitfulness of wealth" (Matthew 13:22) are just adversities that real leaders push past. Wimps will wait for better days; winners will pursue calling despite career adversities...

Bob Shank

*Bob Shank is Founder and Chief Mentoring Officer of The Master's Program (TMP).*

PS: To evaluate your own Adversity Quotient, click the AQ link below:

## Your Adversity Quotient

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